

## **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.





PEORIA PRE-CONVENTION NUMBER

LIBRARY  
RECEIVED  
SEP 17 1915  
U. S. Department of Agriculture

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

VOL. XXXIV.

CHICAGO, ILLINOIS, SEPTEMBER 15, 1915.

No. 3.

One Dollar Per Annum.  
SINGLE COPIES, TEN CENTS

**Finley Barrell  
& Co.**

**GRAIN  
and  
PROVISIONS**

203 S. La Salle Street  
CHICAGO

ORDER

**MOHAWK  
ELEVATOR BELTING**

of your Contractor or Dealer

Manufactured by

*The Gutta Percha & Rubber Mfg. Co.*  
301 West Randolph St., Chicago, Ills.

**We Solicit Your  
Consignments**

**HARRIS, WINTHROP & CO.**

**Commission  
Merchants**

**STOCKS-BONDS-GRAIN**

**The Rookery  
CHICAGO**

MEMBERS

New York Stock Exchange  
New York Produce Exchange  
New York Coffee Exchange  
Winnipeg Grain Exchange  
Minneapolis Chamber of Commerce  
New York Cotton Exchange  
Chicago Stock Exchange  
Chicago Board of Trade  
Kansas City Board of Trade

Consign your Grain and Field Seeds to

**Somers, Jones & Co.**

82 Board of Trade, CHICAGO

**The WAGNER**

Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature. 1915 wheat and provision circulars on request. Investment inquiries in wheat, corn, oats, provisions, cotton securities, cotton oil, answered by mail or wire. Estab. 28 years. E. W. WAGNER & CO., 208 So. La Salle St., Chicago.

**LETTER**

## The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

Re "up-to-date" and ORDER NOW

Price \$10.00  
At Factory.

**Detroit  
Scoop-Truck Company**  
2227 W. Jefferson Ave. DETROIT, MICH.



**JAMES E. BENNETT & CO.**

Member Chicago Board of Trade

**Commission Merchants**

**GRAIN PROVISIONS  
STOCKS-BONDS**

Ship your grain to us.

Chicago—Peoria—St. Louis

Ask for Bids

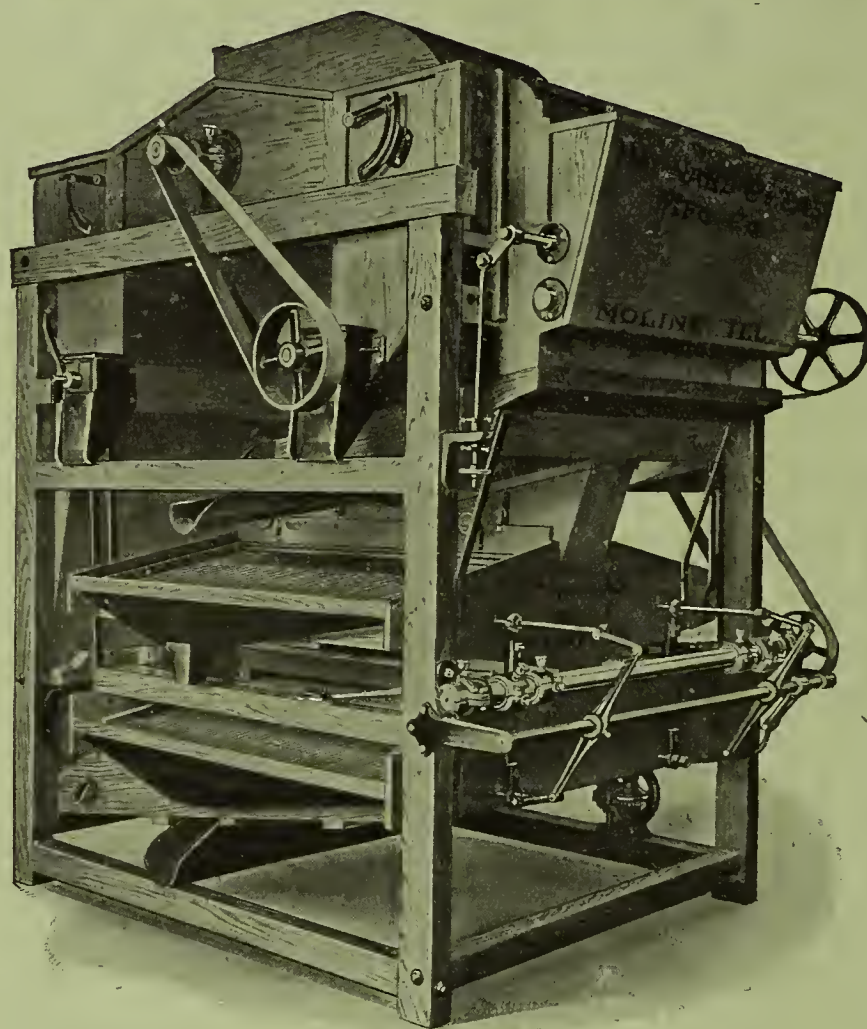
Postal Telegraph Building  
332 So. La Salle St., Chicago

ST. LOUIS  
211 Merchants Exchange

PEORIA  
11 Board of Trade



# Everything Desirable



## Barnard's Separators contain every desirable feature

The journal boxes and eccentrics are self-oiling in the latest and most perfect manner.

The sieve cleaning device which is applied to the under side of the sieves, is superior to any other device used for the purpose. It lifts the clogged material out of the holes and causes it to tail over instead of assisting it to pass through with the grain.

The settling chambers are extra large, and thoroughly collect all heavy material, allowing only the light dust to be blown out by the fan.

The sieves are all adjustable and are easily removed and changed for different kinds of grain.

In short, these machines are light running, easily controlled and operated, have large capacity, are durable and efficient.

We furnish them under the fullest guarantee.

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND  
MILL FURNISHERS**

**ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.**

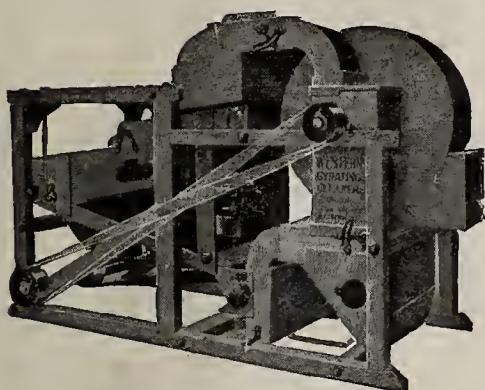




"Western" Regular Warehouse Sheller



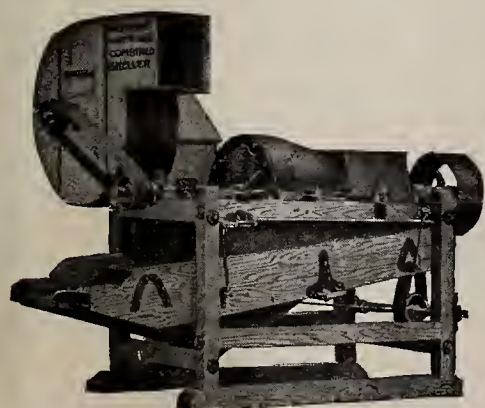
"Western" Pitless Warehouse Sheller



"Western" Gyrating Cleaner



"Western" Rolling Corn Screen Cleaner



"Western" Warehouse Combined Sheller

# Western Service Means Prosperity For You

Our 40 years' experience in building grain elevator machinery has put us in closest touch with elevator operators everywhere. Through all these years this close touch has taught us their needs and wishes, and has enabled us to perfect a service which is second to none. Western operators everywhere speak of it and we take great pride in it.

We know that grain elevator machinery must have service, must be reliable, durable and economical as well. These features are incorporated in Western machinery, which has made the name "Western" famous the world over.

We also have learned that service requires immediate shipment the day your orders reach us. This, together with the assurance that the supplies reach their destination in good order, is our watchword and guarantee.

You no doubt will handle your just share of this year's bumper crop, but remember that the Western Line of grain handling machinery together with Western Service will fully prepare and equip you to handle the grain coming your way with efficiency and assure you a maximum profit.

Be a Western operator and partake of the satisfaction now enjoyed by Western operators everywhere. Write today for our elegant cloth-bound catalogue. A copy has been laid aside for you. A postal will do.

## UNION IRON WORKS

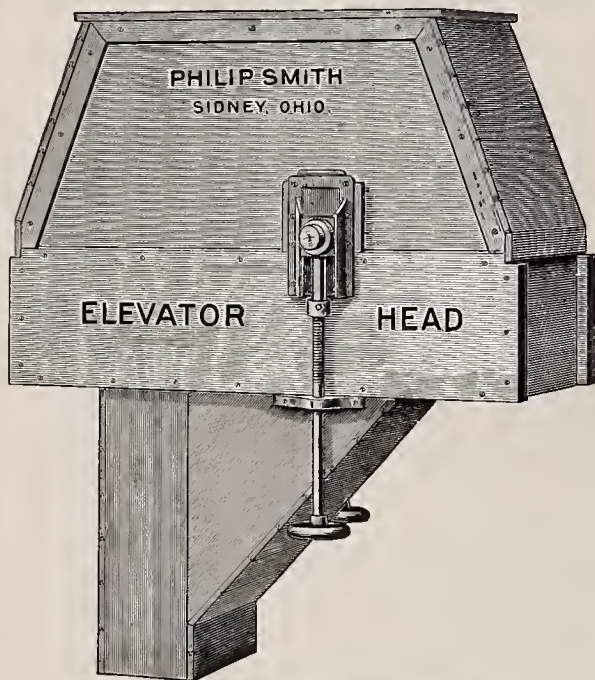
DECATUR, ILLINOIS, U. S. A.

Complete Line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.



# The Big Factor in the Success of a Grain Elevator Operator is Efficient Equipment

Success in your business depends upon the absolute assurance that your elevator equipment, including Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Manlifts, Wagon Dumps, Elevator Boots and Heads, Loading Spouts, Power Transmission Machinery, etc., is of a type that year in and year out under all conditions will prove reliable, dependable and economical. This assurance we give you in



The Sidney Wood Elevator Head  
with Take-up Boxes

## The Sidney Line

The Most Complete Elevator  
Equipment on the Market Today

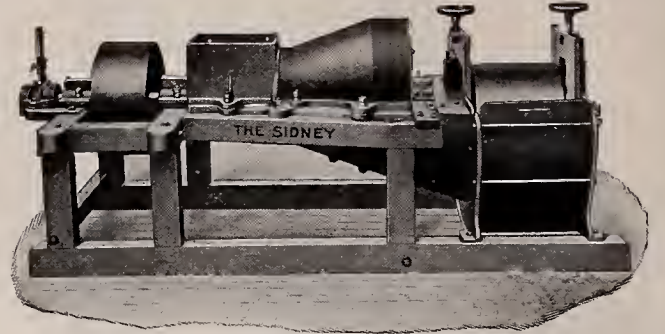
The Sidney Wood Elevator Head, with or without take-up boxes, some prefer to have the take-up on the elevator head in preference to boring same in the Boot, are made of the very best kiln dried lumber to meet the requirements of the grain elevators. They are dustless, glued and thoroughly screwed, and are made for any size pulley or cup, and designed so that the top is easily removed if necessary to get to the pulley. Here is a device no elevator should be without.

As illustrated here, is designed for the convenience of grain elevator operators who wish to avoid pits and do not favor a Fan Sheller. No expensive hopping under the Sheller to the Boot required. No danger of Sheller choking, or corn flying into your Boot pulley. No fan to blow dust up the elevator legs. Boot shaft is entirely independent of the Sheller shaft, is made to fit any size cup. Pulley can run in either direction. The end plate in boot is removable and provided with hand hole in case of choke-up in elevator. Additional features are found in our catalogue. Investigate before ordering.

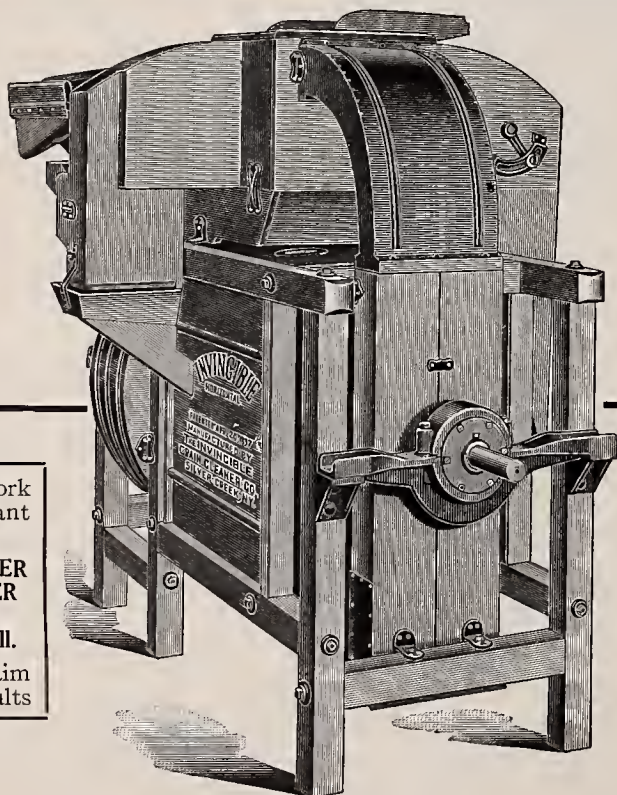
**Important**—In order to profitably handle your share of this year's splendid crop it is necessary to be equipped with grain handling machinery that assures you dollar for dollar in return. Write for prices and further information also for our catalogue covering the complete "Sidney Line" with endorsements and unsolicited comments by Sidney operators. A postal will do.

**The Philip Smith Mfg. Co., Sidney, Ohio**

A Complete Stock of the Sidney Line is at Enterprise, Kansas



The Sidney Corn Sheller and Elevator Boot Combined, with Take-up on Boot



It's at work  
in the plant  
of  
**DONMEYER  
GARDNER  
& CO.,**  
Peoria, Ill.  
They claim  
great results

## Turn Smutty Wheat Into Dollars

Without the use of water, lime or other foreign substances the

### INVINCIBLE WHEAT SMUTTER

will clean the smuttiest wheat in one operation.

This is not possible with any other scourer—because no other has the patented devices or gives such thorough ventilation.

*The Invincible Wheat Smutter has no competition—try one free in your mill and be convinced. Write for proposition*

**INVINCIBLE GRAIN CLEANER CO., Dept. 1, Silver Creek, N. Y.**

REPRESENTATIVES:

CHICAGO, ILL., 1041 Webster Bldg., F. H. Morley, Jr.; CLEVELAND, TENN., 2310 Church St., J. H. Bates; INDIANAPOLIS, IND., Board of Trade, C. L. Hogle; KANSAS CITY, MO., 234 Exchange Bldg., F. J. Murphy; MINNEAPOLIS, MINN., and WINNIPEG, MAN., Strong-Scott Mfg. Co.; PHILADELPHIA, PA., 26 So. 61st St., C. Wilkinson; TOLEDO, O., Jefferson House, Chas. H. Sterling; SAN FRANCISCO, CAL., 17th and Mississippi, W. King, Pacific Coast Rep.



## Simplify Your Office System

by systematically filing individual tickets imprinted with authentic weights. Correct weight is registered in plain type on ticket of convenient size with

### Fairbanks Type Registering Beam

After beam is in balance, a slight pressure of grip handle prints permanent record—single, in duplicate or manifold.

Write for details.

## Fairbanks, Morse & Co.

Chicago

Omaha

St. Louis

Kansas City

St. Paul

544-48R



# EVIDENCE BY THE CARLOAD

## REXALL DOUBLE-STITCHED BELTING

The Most Efficient Belt for Elevating and Conveying Service



Two Carloads Rexall Belting      Total Weight 80,000 Lbs.  
Total Length - 2 Miles

The Most  
Complete  
Belt Stock  
in the  
United States

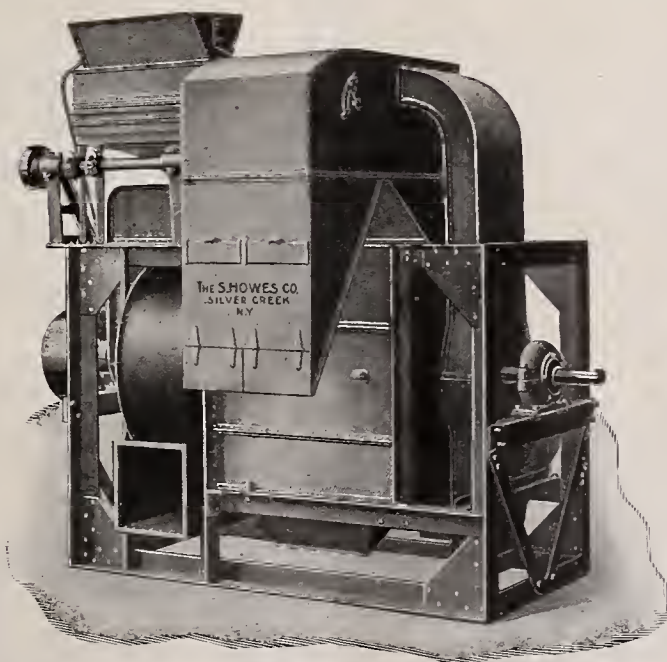
**IMPERIAL BELTING CO.**  
CHICAGO, ILL.      DEPT. "SP"

We Carry  
R E X A L L  
in 1000' Rolls  
from  
1" to 42" Wide

# SPROUTED WHEAT AND OATS

SMUTTY  
WHEAT

TOUGH  
WHEAT



RUSTY  
OATS

LIGHT  
OATS

These off-grade grains, the result of an abnormally wet harvest, will be dumped on the market soon. They can be very successfully handled and profitably if you install the Eureka Combined Clipper-Scourer and Cleaner.

Prompt Deliveries

REPRESENTATIVES:

J. Q. Smythe, 1034 W. 32d St., Indianapolis, Ind.  
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.  
E. A. Pynch, 311 3d Ave. S., Minneapolis, Minn.



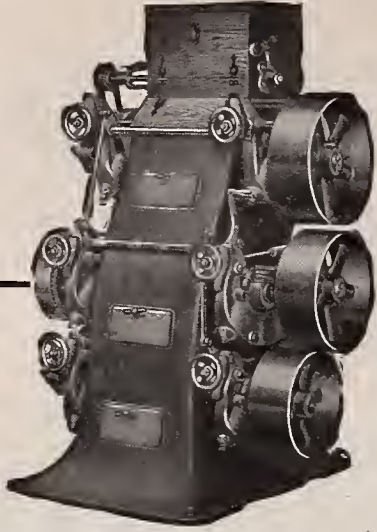
**THE S. HOWES COMPANY**  
SILVER CREEK, N.Y.



REPRESENTATIVES:

Wm. Watson, 703 Western Union Bldg., Chicago  
Geo. S. Boss, Jefferson Hotel, Toledo, Ohio  
W. M. Mentz, Sinks Grove, W. Va.





## You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

### N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

**N o r d y k e  
& Marmon Co.**  
INDIANAPOLIS, IND.

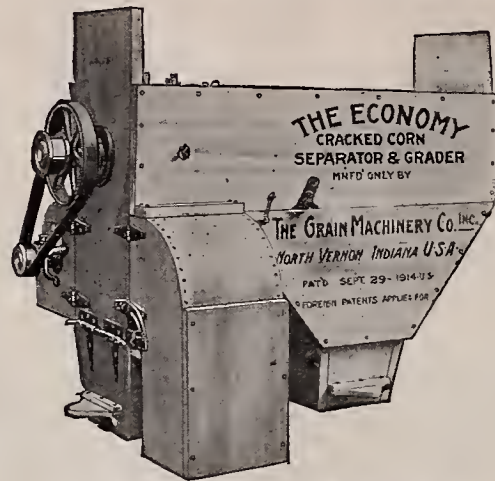
Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders*



## What Do You Get for Your Cracked Corn?



If you want to get more than your competitor, supply your trade with properly prepared corn—thoroughly cleaned and uniformly graded.

But—don't lose your profits in doing it.

### The ECONOMY Cracked Corn Separator and Grader

*As illustrated here is*

Any capacity to suit your needs—from the smallest to the largest.

Lowest in first cost

Costs less to operate

Occupies practically no floor space — Proven the best in principle

And makes separations that increase the value of your product.

If you have not entered the profitable poultry feed field, because of lack of room, or because the high first cost has made it look venturesome, the "ECONOMY" is what you need.

If you are now using bulky, cumbersome, more expensive machines that eat up earnings in operating expenses, and want more profits from your cracked corn, the "ECONOMY" fills the bill.

Write today for samples—they are the proof. We ship the "ECONOMY" for trial in your own plant—FREE—and pay the freight both ways if returned.

### The Grain Machinery Company, Inc.

103-107 Walnut St., North Vernon, Indiana

## DON'T BUY

AN

# AUTOMATIC SCALE

Before Getting Full Particulars  
About the

# PULLMAN

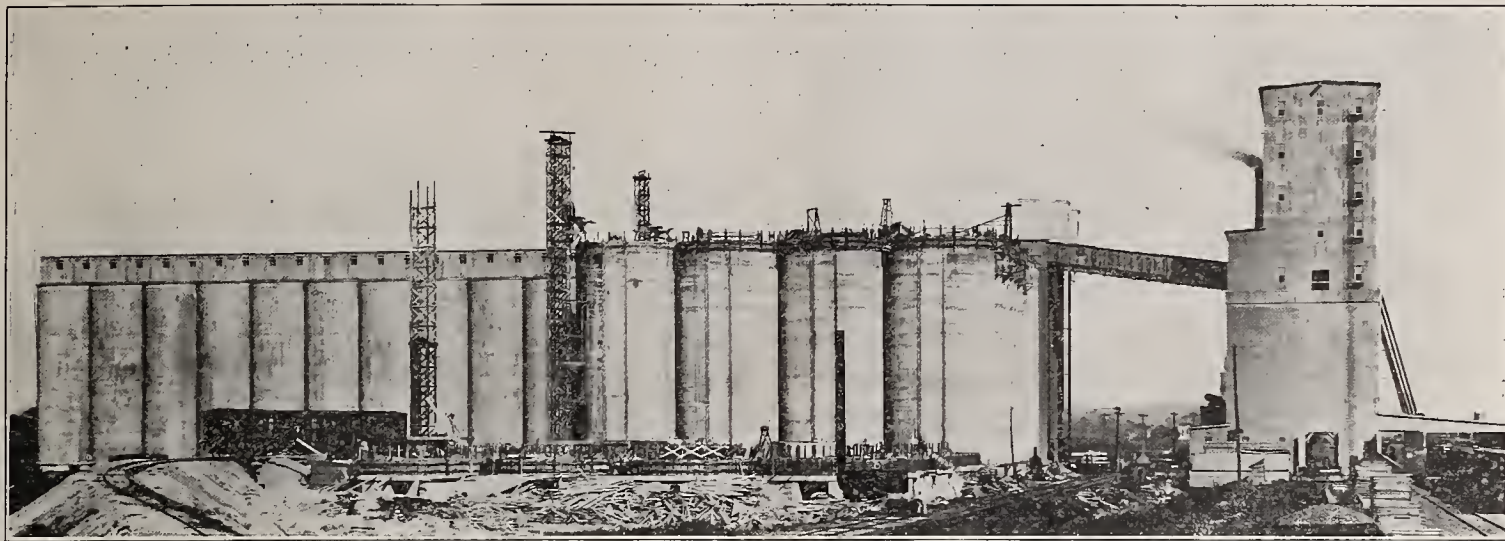
*(The Automatic Scale Without a Dribble)*

The HOWE SCALE Co. of Ill. The NATIONAL AUTOMATIC SCALE Co.  
Minneapolis, Minn. CHICAGO



## SANTA FE ELEVATOR "A," KANSAS CITY

Working House and Storage No. 1, Capacity	1,000,000 Bu.,	Built in 1905
Storage House No. 2	1,700,000 "	Built in 1913
Storage House No. 3	3,300,000 "	Being built <i>Now</i>
Total Capacity	6,000,000 Bushels	



Designing and Consulting Engineers for Entire Work  
**JOHN S. METCALF CO., LIMITED**  
GRAIN ELEVATOR ENGINEERS

MONTREAL  
54 St. Francois Xavier St.  
CANADA

CHICAGO  
108 South La Salle St.  
U. S. A.

LONDON  
36 Southampton St., W. C.  
ENGLAND

## GOODRICH GRAIN BELTS

Run and Run and Run

You slip them on your pulleys and forget how that rush flow of grain gets into the bins. Getting down to brass tacks it's the silent worker that talks loudest in results. Goodrich Grain Belts are

*Silent Workers*

and the records they have made for others can be duplicated for you

**The B. F. Goodrich Co.**

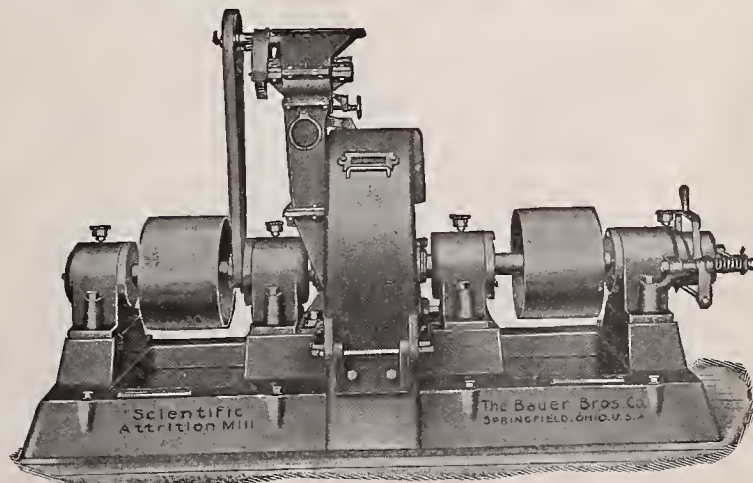
Factories:  
Akron, Ohio



Branches in all  
Principal Cities

## AN EXCLUSIVE "SCIENTIFIC" BALL BEARING ATTRITION MILL

Not an ordinary mill into which have been placed ball bearings, but a machine especially designed on a correct principle. It is built in our model factory by the most experienced designers and skilled mechanics from the very best material procurable.



A "SCIENTIFIC" Ball Bearing Attrition Mill in grain elevator or mill is a dividend producing investment. No matter what feed mill you have in mind buying, you should get our BULLETIN F. It contains much valuable information on "Scientific" Feed Milling. Write for it today.

**THE BAUER BROS. CO.**  
SPRINGFIELD, OHIO

(Formerly The Foss Mfg. Co.)



## Transfer Elevators Terminal Elevators Country Elevators



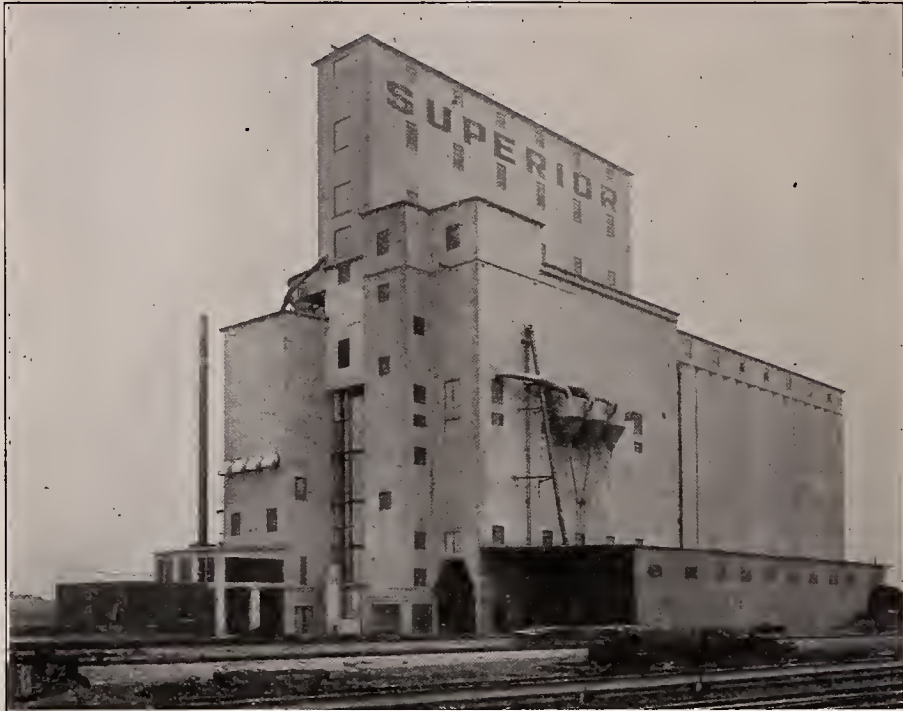
Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

### Macdonald Engineering Co.

Monadnock Building, CHICAGO, ILL.

## Superior Elevator, Recently Completed at Buffalo, N.Y.

Storage capacity 1,500,000 bushels, with complete equipment for receiving grain from boats or cars, and for cleaning, drying and bleaching grain.



Fireproof Construction Elevators, Mills and Warehouses

We prepare plans and make lump-sum price for the complete work.

### MONARCH ENGINEERING CO.

Chamber of Commerce BUFFALO, N. Y.

## Calgary Interior Terminal Elevator 2,500,000 Bushels Capacity Calgary, Alberta



We Design and Construct anything in concrete anywhere.

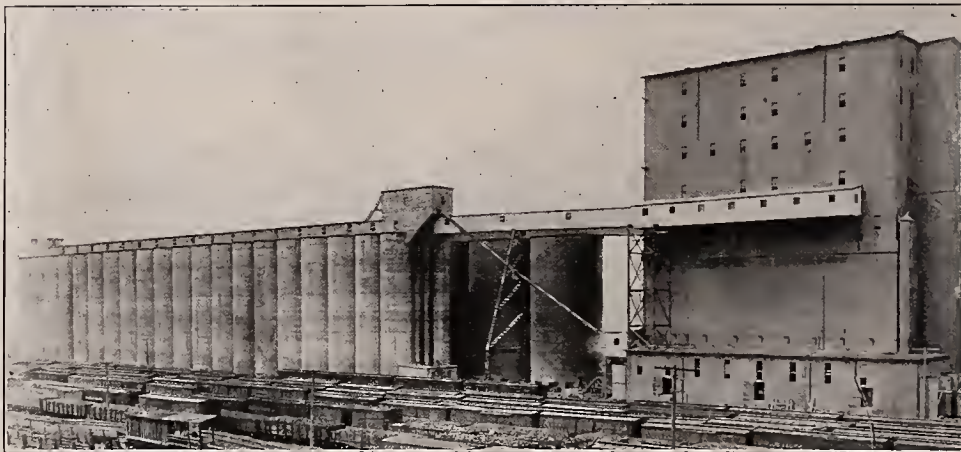
Let our Engineering Department solve your problems and furnish preliminary estimates.

### JANCE BROS., BOOMER, HUGHES & CRAIN

GENERAL CONTRACTORS

906-910 Dime Savings Bank Bldg., Detroit, Mich.

Also Leigler Block, Spokane, Wash. Mackie Block, Calgary, Alberta



1,250,000 bushel addition to Kansas-Missouri Elevator at Kansas City, Mo.

### The Stephens Engineering Company

ENGINEERS AND CONTRACTORS

Monadnock Bldg.

CHICAGO, ILL.

## The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners

ALL STEEL

Write for Catalog



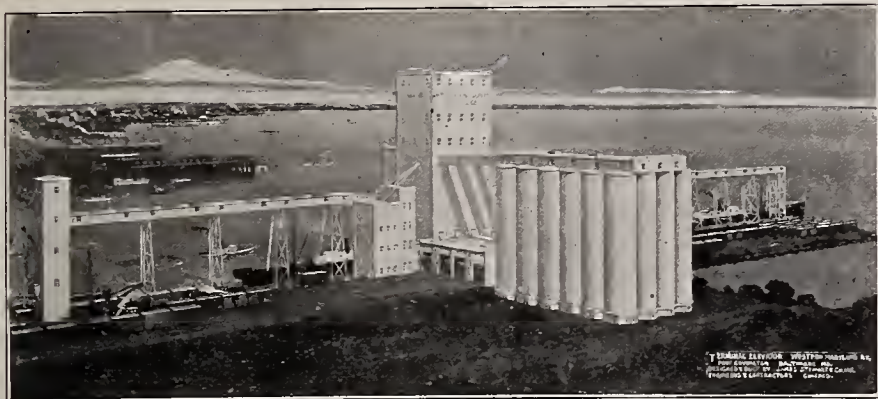
The Knickerbocker Company,

Jackson, Mich.



## One Million Bushel Fireproof Terminal Elevator

FOR THE  
Western Maryland Railroad Co.  
Port Covington, Baltimore, Md.



*Write us for designs and estimates*

We Build Elevators, any type of construction in any part of the World.

W. R. SINKS, Manager

R. H. FOLWELL, Engineer

**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.

"When Better Elevators Are Built—  
**BURRELL** Will Build Them"



AS IT IS  
TO-DAY

**Burrell  
Builds  
Best  
Buildings**

For  
Grain Storage  
Purposes

Seventy Contracts during 1915 of both large and small elevators in all parts of the United States is a fair indication of our standing as builders for the grain trade.

We Maintain the  
Following Offices  
for Your Convenience:

711 Hubbell Building . . . . . DES MOINES, IOWA  
217 Board of Trade Building . . . . . INDIANAPOLIS, IND.  
16 Hoke Building . . . . . HUTCHINSON, KAN.

**CONCRETE or WOOD**

**Burrell Engineering & Construction Co.**

1102-1108 Webster Bldg., CHICAGO, ILL.

### For Modern Elevators

Plans, Estimates of Cost, Grain  
Handling Machinery, Scales and  
Engines,

Write our MAIN OFFICE at  
Omaha, Neb.

We Build Elevators That Last  
Prompt Service—Moderate Prices

*Write today*

**R. M. Van Ness Const. Co.**

### Mentzer-Nelson Co.

GENERAL CONTRACTORS

*Elevator Work a Specialty*

Cedar Rapids,

IOWA

If you are contemplating building an elevator we would like to furnish you plans and prices covering elevators complete, including all accessories and taking in your first 100 bushels of grain. We will call on you, give you such and all information as you require and guarantee satisfaction for your elevator complete.

There's no possible chance for confusion and misunderstanding about

**DIXON'S SILICA GRAPHITE PAINT**

Made in  
Jersey City



It is made in one  
quality only—four  
colors—fifty years.

Booklet 17-B.

**JOSEPH DIXON  
CRUCIBLE CO.**  
Jersey City, N. J.



## The Barnett & Record Company GENERAL CONTRACTORS

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

*Write for designs and Estimates*

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario





# Elevator Buckets

**Salem Buckets** fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

SEND FOR CATALOG No. 38.

**H. W. Caldwell & Son Co.**

CHICAGO, 17th St. and Western Ave.  
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.



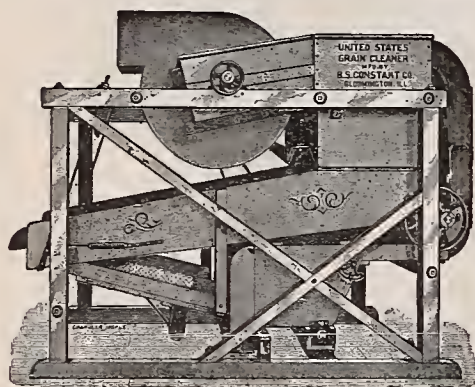
Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

**H. W. Caldwell & Son Co.**

CHICAGO, Western Ave., 17th-18th St.  
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.



## THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
Balanced Eccentric.  
Five Separations and  
All the Corn Saved.

## The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.

State distance between floors and get our  
**Net Price**

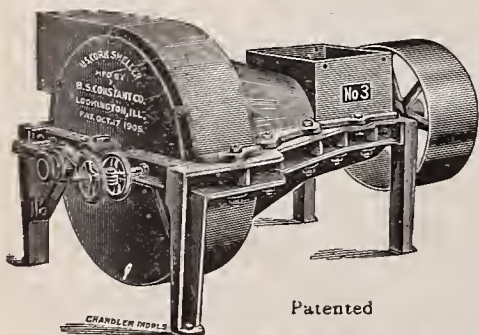
## U. S. Corn Sheller

Fan Discharge,  
over or under, right or left hand.

Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired  
of any Sheller on the market.

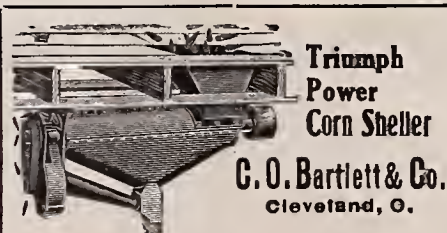
Send for a Catalog.

**B. S. CONSTANT MFG. CO.**  
Bloomington Illinois



Patented

**DUST! DUST! GIBBS DUST PROTECTOR** is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1, postpaid. Circular free. Agents wanted. **GIBBS RESPIRATOR CO.**, "B" 124 East Ave., Oak Park (Chicago), Ill.



**Triumph Power Corn Sheller**  
**C. O. Bartlett & Co.**  
Cleveland, O.

## FUMIGATION METHODS

By W. G. JOHNSON

Contains full directions for Fumigating Mills and Elevators.

313 Pages

Mitchell Brothers Publishing Co.,

Price \$1

431 S. Dearborn St., Chicago



## They all Want Sucrene

## And So Will You

When you see what enormous quantities are turned out of our factory every day to meet the demands of dealers and feeders throughout the country—and note how carefully and of what high grade materials Sucrene Feeds are made.

We hope the members of the Grain Dealers National Association who are attending the Convention in Peoria will have a pleasant and profitable visit here and we will be pleased to contribute to their entertainment.

## We Cordially Invite Them To Visit Our Factory Plant

We will take pleasure in showing them through the most modernly equipped establishment in the country, devoted exclusively to the manufacture of feeds for all live stock. We will show them why our process of manufacture has made

## SUCRENE FEEDS THE RECOGNIZED STANDARD MOLASSES AND GRAIN-PRODUCTS FEEDS

The care in selecting and preparing the materials; the accuracy with which they are mixed to insure the correct proportions for each feed, and our own method of adding the molasses so that the feeds are not sticky and will not sour in hot weather—these are some of the points in which you will be interested.

If you do not find it convenient to visit us and are interested in a complete line of feeds that are all-year-round sellers, write us for full information, prices and terms.

**AMERICAN MILLING CO., Dept. B, Peoria, Ill.**

**Sucrene Dairy Feed**  
—the complete milk-making ration.  
**Sucrene Calf Meal**  
—the most perfect whole milk equal.  
**Sucrene Hog Meal**  
—complete grain ration; increases pork profits.  
**Sucrene-Alfalfa Horse Feed**  
—more nourishing and cheaper than grain feeds.  
**Amco Fat Maker**  
—finishes steers quicker at less cost.  
**Sucrene Poultry Feeds**  
—make hens lay more, chicks grow faster.

## Plain Gas Engine Sense

By E. L. OSBORNE

A BOOK for the man who has a gas or gasoline engine and wants to operate it to the best advantage.

The book is written in plain language and thoroughly covers the field of gas engine operation.

125 Pages of Practical Suggestions.

PRICE 50 CENTS

**MITCHELL BROTHERS PUBLISHING CO**

431 S. Dearborn St., Chicago, Ill.

## MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois

Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$548,394.68

G. A. MCKINNEY, Sec'y

Western Department: Rollie Watson, Mgr  
402 Sedgwick Bldg. Wichita, Kansas.



**PHILO B. MILES, President**

**CHAS. C. MILES, Vice-Pres.**

**YOU WILL BE WELCOME AT OUR OFFICE**

**ESTABLISHED 1875**

**INCORPORATED 1910**

**P. B. & C. C. MILES**  
**PEORIA**  
**ILLINOIS**

**GRAIN COMMISSION MERCHANTS**

**36 and 37 CHAMBER OF COMMERCE**

**JOS. C. MILES, Treasurer**

**WM. S. MILES, Sec'y**

**GRANT M. MILES, Asst. Sec'y**



We direct your attention  
to the  
**GRAIN DEALERS' NATIONAL  
CONVENTION**

to be held at  
**PEORIA**

**October 11, 12 and 13, 1915**

and invite you to attend on the above dates

While here inspect our facilities for handling your shipments. Our experience and connections assure you top prices. Our service guarantees satisfaction.

We make bids on grain to arrive in all territory tributary to Peoria. Consignments solicited where holders prefer consigning to accepting our bids.

We furnish daily quotations on corn and oats for quick or prompt shipment, delivered at all principal Eastern and Southern points.

"Grier's" Weekly Market Letter should be in every grain office. Write for it.

**T. A. GRIER & COMPANY**

**18-22 Chamber of Commerce**

**Peoria, Illinois**



# WELCOME

**There's a Reason why Dewey's Customers are Satisfied Customers**

*Service*

*Experience*

*Ample Capital*

*Organization*

*Square Deal to All*

Let Us Convince You

**W. W. DEWEY & SONS**

**RECEIVERS AND SHIPPERS**

26 Chamber of Commerce - - - PEORIA, ILLINOIS

We extend a hearty  
**Welcome**

To members of the Grain Dealers' National Association and the grain trade in general, and cordially invite you to attend the Annual Meeting held in our city, October 11, 12 and 13.

**We want you with us**

For 46 years we have satisfied our customers, whether shipper or buyer, and our service has stood the test. Ask any Bartlett customer.

**S. C. BARTLETT CO.**

*Commission Merchants*

Chamber of Commerce,

PEORIA, ILL.



# TYNG, HALL & CO.

Call your attention to the  
**Grain Dealers' National Convention**

To be held at

## PEORIA

**October 11, 12 and 13, 1915**

We invite you to Peoria on the above dates.  
While there inspect our facilities for handling your business.

*Make Our Offices Your Headquarters*

## WELCOME TO PEORIA G. D. N. A. CONVENTION

**October 11-12-13, 1915**

We will do our part to make it a grand success.

We always do our best to make your consignments and sales to arrive more than satisfactory to you in every way. We are confident a trial will convince you.

## GEO. L. BOWMAN & CO.

**GRAIN COMMISSION**

Room 24 Chamber of Commerce

PEORIA, ILLINOIS



You are cordially invited to attend the  
Grain Dealers National Convention  
October 11, 12 and 13 at  
**PEORIA**

It will give you an opportunity to investigate our methods of serving the trade to their entire satisfaction and profit.

If you are not yet numbered among our many satisfied customers, try us on the next car.

**BUCKLEY, PURSLEY & COMPANY**  
Grain Commission Merchants  
**PEORIA, ILLINOIS**

**WELCOME**  
**TO PEORIA**

**October 11, 12 and 13.      National Grain Dealers Convention**

We want you with us. Make our offices your headquarters and become better acquainted.

**Mueller Grain Co., Peoria, Ill.**  
**Receivers and Shippers      Room 39 Chamber of Commerce**



**W**ILL be glad to have customers and friends make our office their headquarters during the Grain Dealers' National Convention.

**Service** is our watchword to Buyer and Seller.

**Rumsey, Moore & Co.**  
*Receivers and Shippers of Grain*  
**PEORIA, ILLINOIS**

**Come to Peoria**

**October 11, 12 and 13th, '15**

Nothing will be left undone to make your visit enjoyable and profitable.

And don't forget that we solicit consignments. Also furnish bids and prices. Remember we are as close to you as your telephone.

**Carhart - Code - Harwood Co.**

Grain Commission Merchants

**Chicago, Ill.**

**Peoria, Ill.**



ESTABLISHED 1903 -- INCORPORATED 1910

# THE EDWARD A. PRATT AUDIT CO.

**PUBLIC ACCOUNTANTS AND AUDITORS  
BUSINESS SYSTEMATIZERS**

**ESPECIALLY EQUIPPED TO AUDIT AND INSTALL  
SYSTEMS FOR GRAIN DEALERS**

**PEORIA, ILLINOIS  
729-730 JEFFERSON BUILDING**

**CHICAGO OFFICE  
1107 McCORMICK BUILDING**

## Bookkeeping System for Grain Elevators

Our Cash Book and Journal combined, especially designed for Grain Elevators, is complete in every detail, but so easy to understand that anyone with little or no bookkeeping experience can keep it. Write us for samples and prices.

**PEERLESS SYSTEM SALES CO.**

Manufacturers of Bookkeeping Supplies

PEORIA, ILLINOIS

CONSIGN TO

OR

ASK FOR BIDS

# WARREN COMMISSION CO. GRAIN

You will be satisfied with returns

PEORIA, ILLINOIS

## Peters & Company

RECEIVERS AND SHIPPERS

**Hay, Grain, Mill Feed,  
Straw, Etc.**

1801-3-5 S. Washington St., Peoria, Ill.

*Members of Peoria Board of Trade*

## A. D. CAMPBELL HAY CO.

**Hay, Grain and Feed**

128 Main Street

PEORIA, ILLINOIS

## FUMIGATION METHODS

BY W. G. JOHNSON

Contains full directions for Fumigating Mills and Elevators  
313 Pages Price \$1

Mitchell Brothers Publishing Co.

431 S. Dearborn St.

Chicago.



## Peoria's Fireproof HOTEL

## The JEFFERSON

**250 ROOMS**  
**Each with Bath**

**Excellent Cafes**

**HEADQUARTERS**  
**Grain Dealers' National Association**

## Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE  
**STRONG-SCOTT MANUFACTURING CO.**  
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

## They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

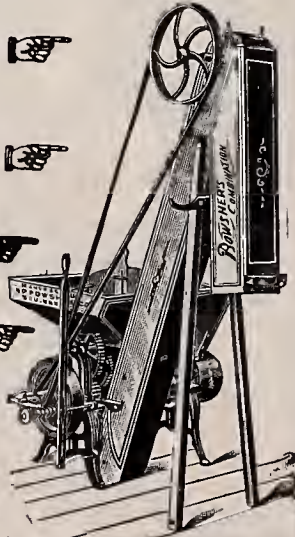
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

**N. P. Bowsher Co., South Bend, Indiana**



## Truck Scale for All Purposes

Combined Truck and Weighing Scale—Patent No. 833604



This cut showing an ordinary truck platform with a steel coal hopper attachment illustrates only one of the many uses to which this device is adapted. Bulk or bag grain, feed or package goods, are quickly weighed in and out of cars.

The latest device for serving you in the economical weighing of your goods is a combined truck and weighing scale which provides a hand truck which is readily adjusted to any position to accurately weigh its load and as readily moved to any position desired, where it is free and independent of the load and unaffected by the ordinary and usual purposes of a truck.

A further object is the providing of a truck scale with a weighing-scale having an independent frame to which the scale mechanism is attached, that is free from the attachment to the frame of the truck, and that is therefore free from all injurious strain or expansion to which the frame of the truck may be subjected under ordinary use.

**UNITED TRUCK-SCALE CO.**

812 Great Northern Building,

Chicago, Illinois

## Grind It on The Diamond

Single Belt Drive, with Special Cool-Grinding, Big - Capacity, Long-Wearing Plates of New Design.

Motor Driven if preferred.

30 Days' Trial.

8", 10", 13", 19" and 24" sizes.

Bulletin M describes.



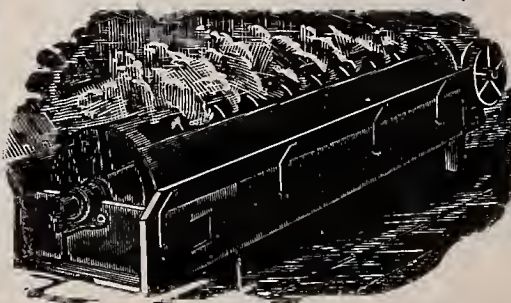
**DIAMOND HULLER COMPANY**

BOX No. 95

WINONA, MINN.

SEE THAT YOUR  
CONTRACT CALLS FOR

THE  
**CUTLER  
STEAM  
DRYER**



SOLD BY ALL MILL FURNISHERS

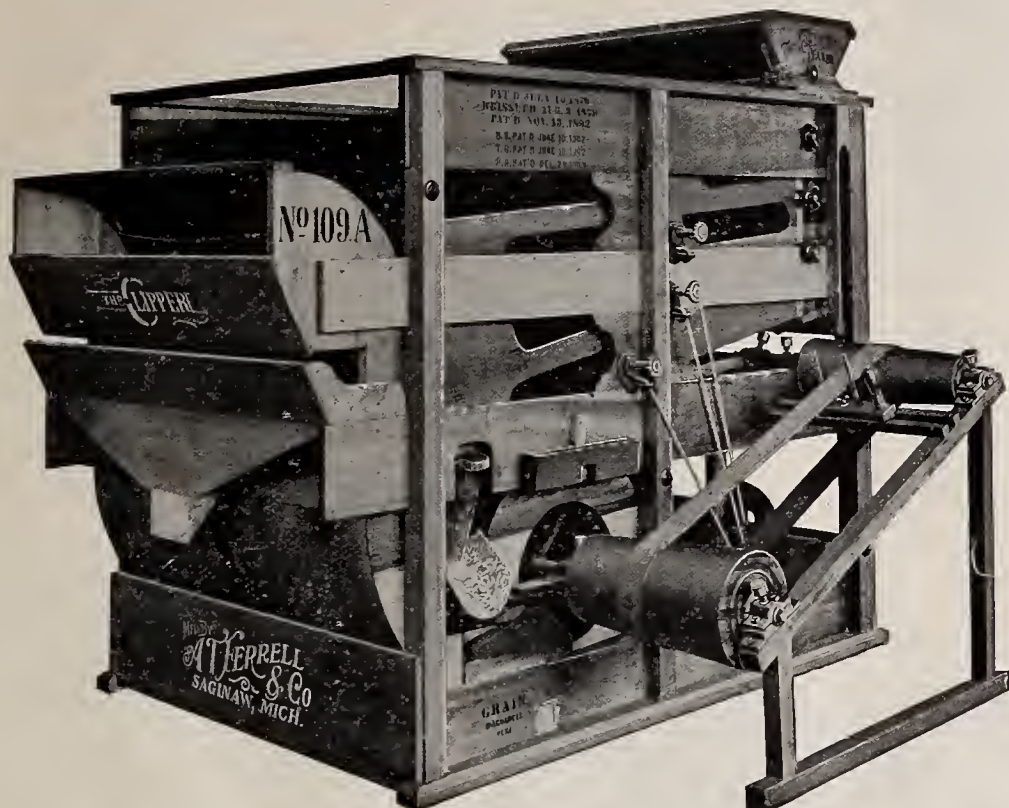
Not an Experiment. In successful use 30 years drying  
CORN MEAL, HOMINY,  
BREWERS' GRITS AND MEAL,  
AND ALL CEREAL PRODUCTS.  
ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention.

**THE CUTLER CO., North Wilbraham, Mass.**  
CATALOG ON REQUEST



# The No. 109-A "Clipper" Cleaner



Write for Latest catalog and prices

is unequalled for handling all kinds of field seeds and grain in local elevators. It is excellent for grading seeds or seed grain, as it carries four screens—three full length and one half length—with our Traveling Brushes on the three lower screens. The Brushes enable you to keep the machine working to its full screen capacity all the time.

It is equipped with our Special Air Controller for regulating the vertical blast, which is a desirable feature. It is very light running, strongly built, easily installed and simple in operation.

We guarantee this machine to give perfect satisfaction on Clovers, Timothy or any other kind of field seed or grain, and it can be operated with one-fourth the expense for power of any suction cleaner of equal capacity. If you are looking for a first class, up-to-date Cleaner of good capacity we should be glad to send you catalog with prices and discounts upon request.

## A. T. FERRELL & CO., SAGINAW, W. S., MICH.

## THE ELLIS DRIER COMPANY

CHICAGO ILLINOIS  
U. S. A.



These small driers are particularly adapted for drying wheat for mills. Prompt shipment.

### Heading the Procession

The ELLIS DRIER of today is "heading the procession" because it incorporates every tried and true principle in grain drier construction. Our fifteen years actual experience in drying grain of all descriptions has resulted in a drier which we confidently believe stands in a class by itself and one which we are prepared to back with a cast iron guarantee as to capacity and quality of work. We have never failed to make good with others and if afforded the chance we will not fail you.

GRAIN DRIERS	<b>THE ELLIS DRIER CO.</b> Postal Telegraph Bldg. CHICAGO	OAT BLEACHERS
-----------------	---	------------------



# BIG profits to you

if you install the

*Monitor*

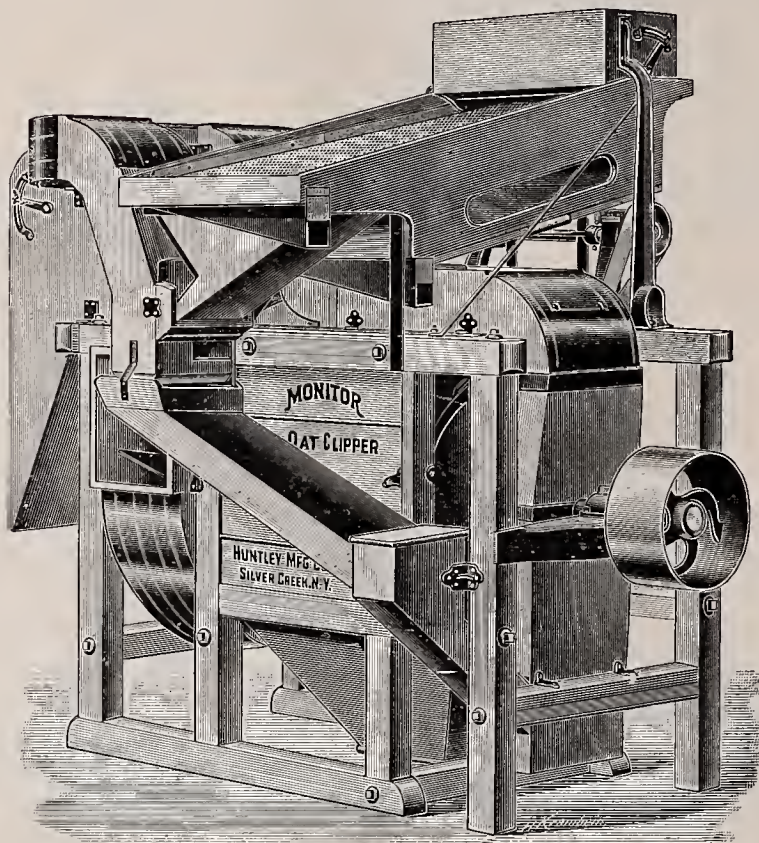
**"COMBINED" OAT CLIPPER, SMUTTER and CLEANER**

For

**Sprouted Oats  
Rusty Oats**

**Sprouted Wheat  
Smutty Wheat**

**Ordinary Oat Clipping  
and Grain Cleaning**



## Sprouted, Rusty or Smutty Grains are Money Makers—if

you are able to handle the wet-harvest crops the Farmers are sure to bring to your doors this season. Hundreds of grain dealers will use the "Monitor" Combined Oat Clipper, Smutter and Cleaner, which will enable them to handle off-grade grains such as sprouted oats, rusty oats, sprouted wheat, smutty wheat, etc., putting same to standard grades and thereby making a handsome profit. This is the year of years for the grain dealer with a machine of this kind. The demand is heavy, showing that many dealers are alive to the great possibilities in profit taking by the use of a machine like this "Monitor." Easy to operate, taking the minimum power for the work performed, this season's use of the "Monitor" will turn back to you a big return for your investment. Act quickly; get in touch with us at once, so we can get one of these machines installed for you soon.

**HUNTLEY MFG. CO., Silver Creek, N. Y.**

F. M. SMITH, 310 Traders Bldg., Chicago, Ill.  
C. J. GROAT, 601 Concord, Bldg., Portland, Ore.  
S. J. McTIERNAN, 25 Merchants Exchange, St. Louis, Mo.  
A. S. GARMAN, Akron, Ohio.

**AGENTS**

A. F. SHULER, 218 Iron Exchange, Minneapolis, Minn.  
J. B. RUTHRAUFF, 301 So. Lawrence St., Wichita, Kas.  
A. H. SMITH, 504 Dwight Bldg., Jackson, Mich.  
J. H. FOOTE, Owego, N. Y.

C. M. WILKINSON, 118 First Avenue, Lexington, N. C.



A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXIV.

CHICAGO, ILLINOIS, SEPTEMBER 15, 1915.

No. 3.

## State-Owned Public Elevator for New Orleans

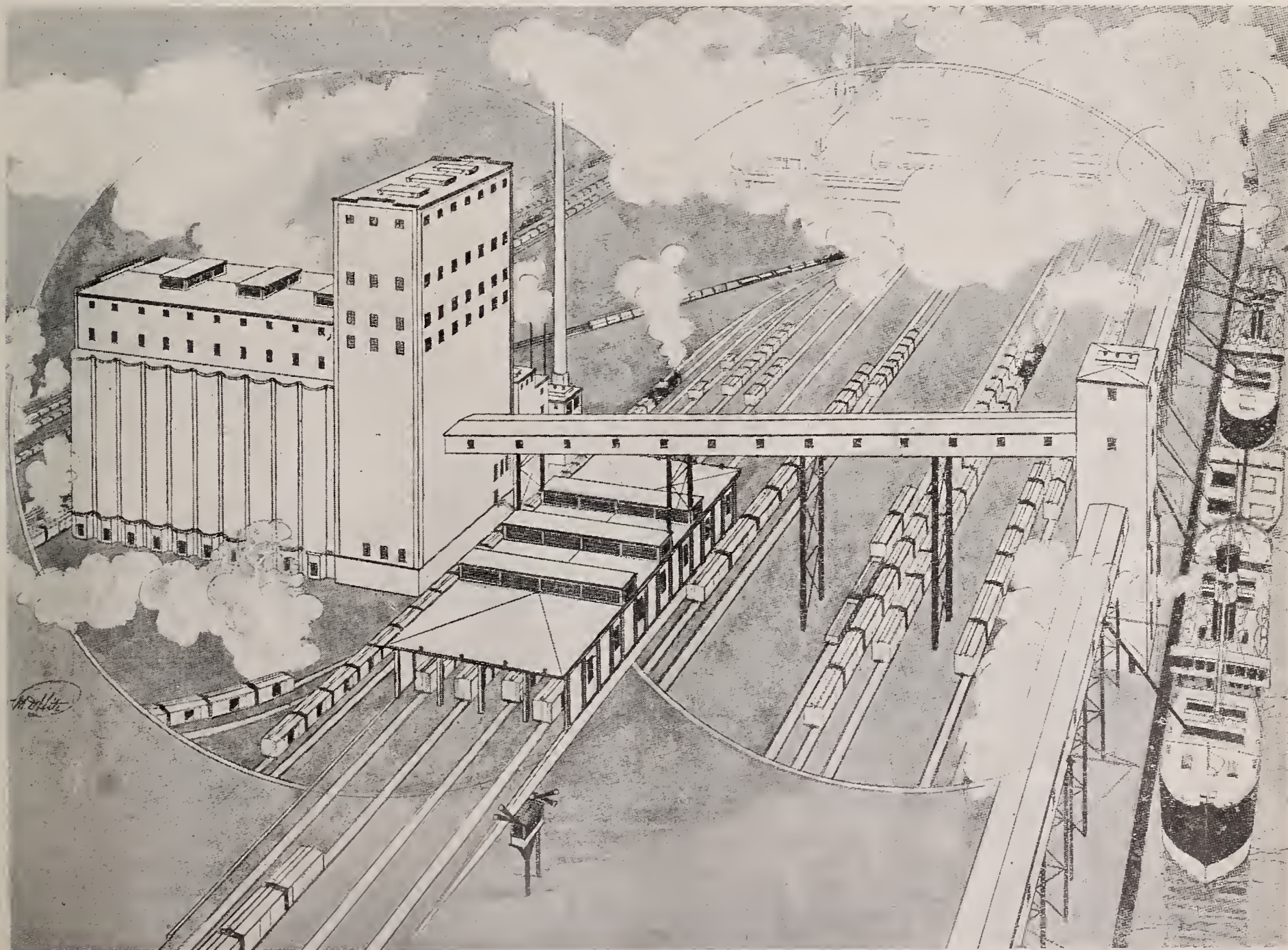
New Structure Soon to Be Erected Will Be of Immense Benefit to the Port—May Be the First of Many Similar Elevators—Plans Call for Rapid Handling and Flexibility in Distributing Grain

NOT long ago New Orleans awoke to the fact that the city was destined to become one of the greatest ports in the world. Situated at the outlet of the Mississippi Valley, possessing a commodious harbor, an established export trade, and with the added advantages accruing from the completion of the Panama Canal, New Orleans began to take stock and plan for the future. It was natural that interest should first be centered in warehouse and terminal facilities. Plans were soon made to develop in a thorough and comprehensive manner the seven miles of publicly owned water front.

As a first step in this direction the Board of Commissioners of the Port of New Orleans set about constructing a huge cotton warehouse and terminal. The construction work was started by the engineers, Ford, Bacon & Davis, several months ago and the first unit of what is probably the most modern and up-to-date structure of its kind in the world is now completed. The illustration on the next page shows how the cotton warehouses and terminal appeared early in the summer of this year.

The Board of Commissioners were not permitted

to rest after this achievement, however, for representatives of the New Orleans Board of Trade and other business interests showed the necessity for additional grain elevator capacity. The principal export elevators of New Orleans are owned by two trunk lines, the Illinois Central and the Texas Pacific. It was pointed out that with publicly owned elevators all of the Western roads through their many connections would become shippers of grain through the port of New Orleans. For instance, such roads as the New Orleans & Northeastern, Vicksburg, Shreveport & Pacific, Alabama & Vicks-



ARCHITECT'S PERSPECTIVE OF THE NEW PUBLIC GRAIN ELEVATOR, NEW ORLEANS, LA.

Owned by the State of Louisiana—Controlled by Board of Commissioners of Port of New Orleans—Designed by Ford, Bacon & Davis, New Orleans.





PART OF THE RIVER FRONT CONTROLLED BY THE BOARD OF COMMISSIONERS OF THE PORT OF NEW ORLEANS, SHOWING  
The Buildings in Process of Construction are the New Cotton Warehouses and Terminal. The

lurg, New Orleans, Texas & Mexico, and Southern Pacific, which at present are bringing only comparatively small amounts of grain to New Orleans, would become active grain carriers to the port. Publicly owned elevators open to use upon equal terms by all the railroads entering the city, therefore, seemed to be a logical necessity.

After making arrangements for financing the work the Board of Grain Commissioners decided to construct an initial grain elevator immediately. If it meets with the success that seems probable the construction of other elevators on the same plan will follow, thus placing New Orleans on a par with any grain port in the country. Actual construction work will be started on the elevator in a short time and it will be pushed through to completion.

The elevator will be located on the river front at the head of Bellecastle Street, approximately 1,000 feet west of the cotton warehouses and terminal. The Board of Commissioners have acquired practically all of the real estate located between Leake Avenue and the river and Soniat Street and Peters Avenue, an area of approximately 70 acres. On this area, in addition to the elevator plant proper, will be located the tracks of the New Orleans Public Belt Railroad, which will be used to deliver grain to the elevator. The plant has been designed with particular reference to the best track facilities for the rapid handling of the cars. There has been provided through delivery tracks, so that cars after passing the track shed are carried through into the main yards. This is another special feature of this elevator plant possessed by

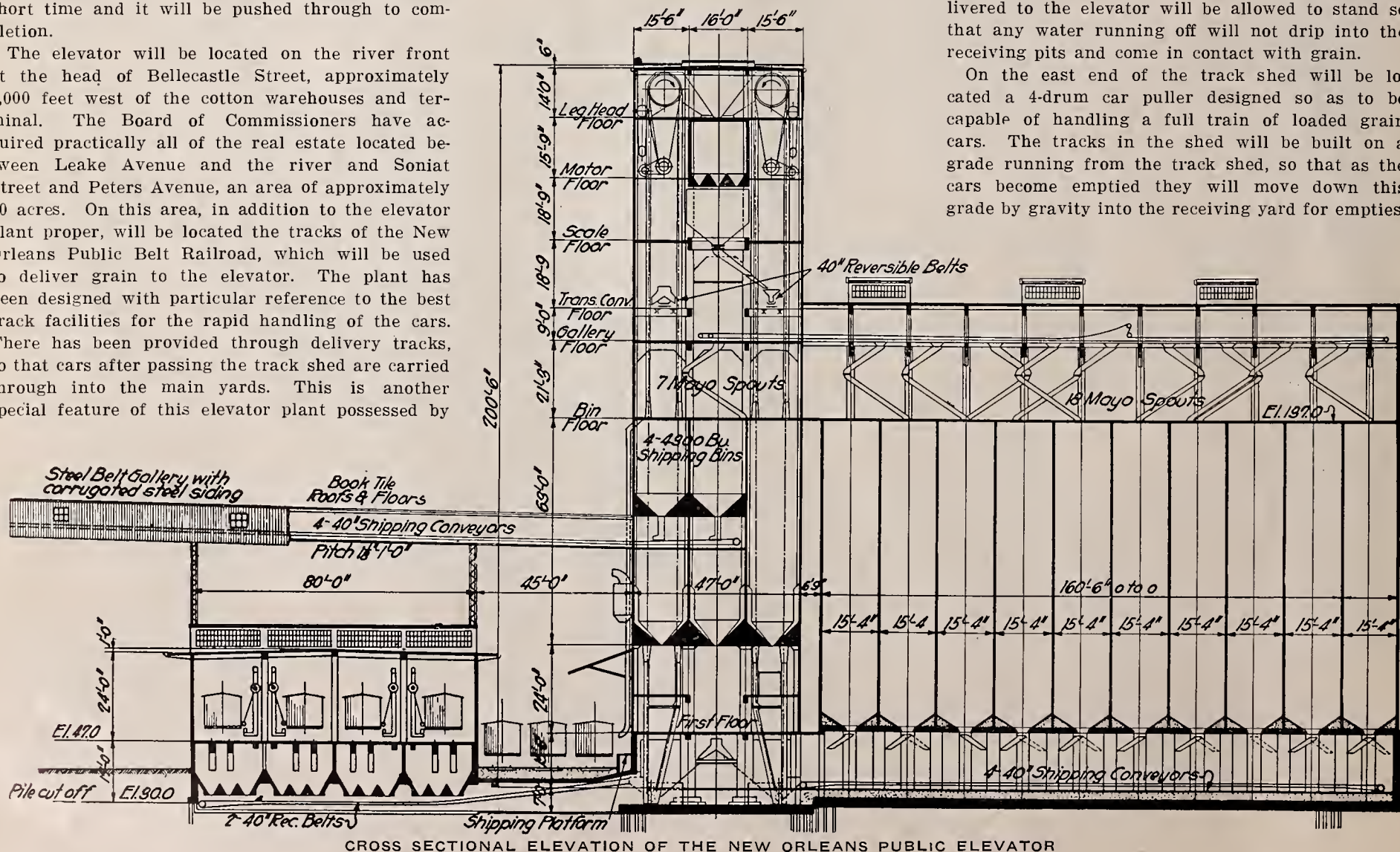
very few plants, the majority of which are equipped with stub-end yards.

The main plant comprises a track shed and drip shed, working houses, storage annex, a drier house, a boiler house, a shipping conveyor gallery, a dock gallery and marine tower. All the buildings, with the exception of the galleries, will be of reinforced concrete, while the galleries will be of structural steel with tile roof and floor. The entire plant, therefore, will be fireproof, the great advantage of which will be a very low insurance rate, less than one-tenth of the average rate now in effect on the elevators in the port.

The track shed is 80x156 feet, with a clear height

of 23 feet from the head of the rails to the beams. Under the shed will be four unloading tracks, under which and at right angles to them will be the two conveyor belts carrying grain from the sinks to the receiving legs of the elevator. Each belt will be supplied by a battery of four independent receiving pits, and arranged with interlocking levers controlling each battery of receiving pits which will make it impossible to mix the contents of the different cars entering the receiving pits. These receiving belts, which will be located in water-tight steel tanks, will be 40 inches wide and will be capable of carrying grain at the rate of from 20,000 to 25,000 bushels per hour. On the west of the track shed will be a drip shed 80x83 feet, where cars delivered to the elevator will be allowed to stand so that any water running off will not drip into the receiving pits and come in contact with grain.

On the east end of the track shed will be located a 4-drum car puller designed so as to be capable of handling a full train of loaded grain cars. The tracks in the shed will be built on a grade running from the track shed, so that as the cars become emptied they will move down this grade by gravity into the receiving yard for empties.



# CROSS SECTIONAL ELEVATION OF THE NEW ORLEANS PUBLIC ELEVATOR





LAND AVAILABLE FOR TERMINAL PURPOSES AND THE TRACKS OF THE NEW ORLEANS PUBLIC BELT RAILROAD  
Grain Elevator will be Constructed on a Site Approximately 1,000 Feet Above the Warehouses.

The working house into which the grain is delivered from the receiving pits will be 47x117 feet and will be located north of the track shed and separated from the track shed a distance of 45 feet. The working house, which will be entirely of reinforced concrete, will be 208 feet 6 inches high above the pile cut-off and will contain 47 bins, ranging in capacity from 2,600 bushels to 5,000 bushels, all of which will have a combined capacity

of 175,000 bushels. In the working house on the south side will be located the two receiving legs equipped with 40-inch elevator belts, on which there will be two rows of 18"x8"x8" elevator buckets. These receiving legs take the grain from the transfer belts and elevate it to the top of the working house, where it is discharged into the 3,000-bushel concrete garner.

On the north side of the working house are the four shipping legs, which are the same size as the receiving legs; each of the legs has a capacity of from 20,000 to 25,000 bushels per hour.

In the basement of the working house will be located a 40-inch reversible transfer conveyor belt with a capacity of from 20,000 to 25,000 bushels per hour. This belt will receive grain from work house storage and cleaner and clipper machines, and deliver grain to all legs, both shipping and receiving.

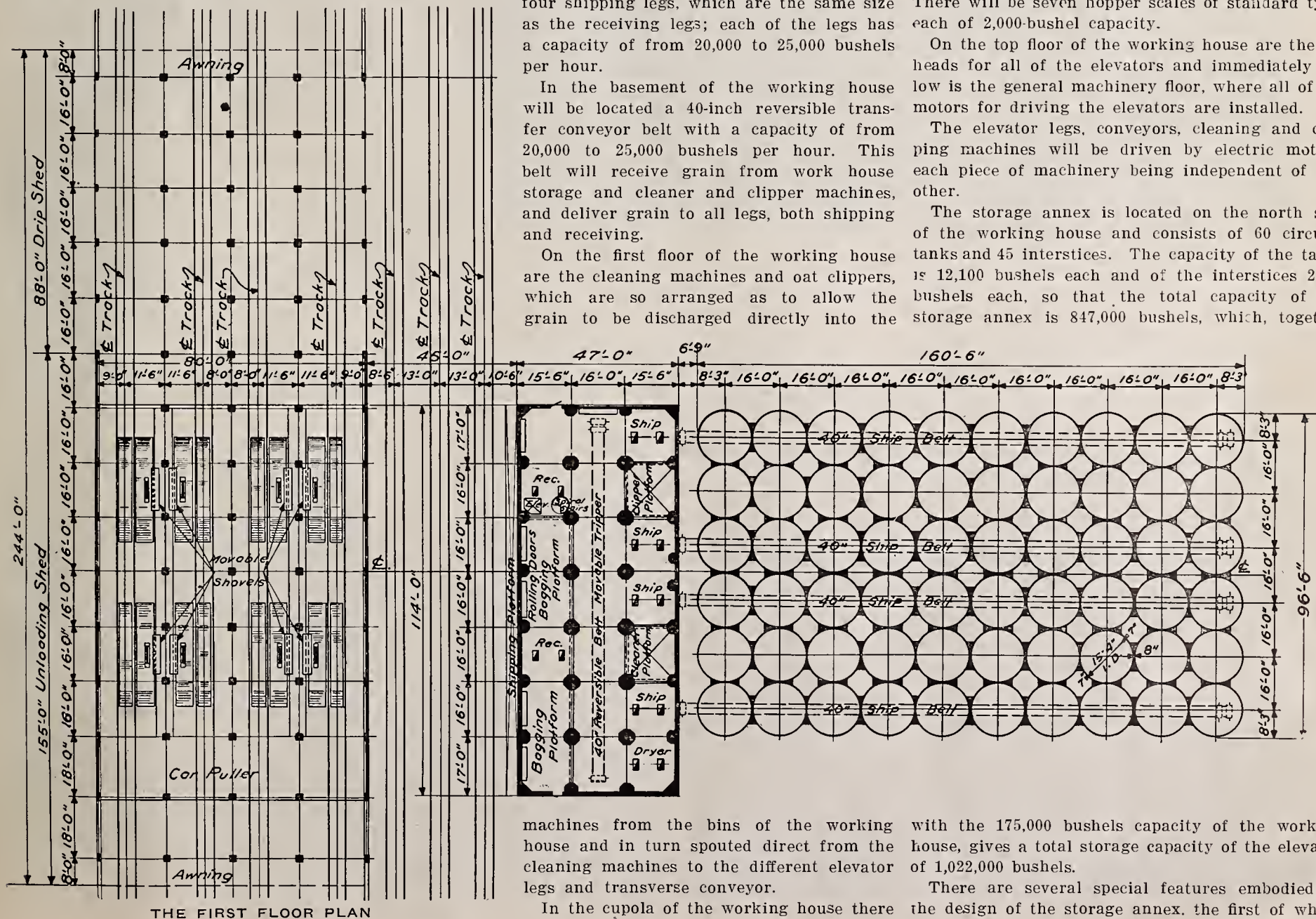
On the first floor of the working house are the cleaning machines and oat clippers, which are so arranged as to allow the grain to be discharged directly into the

will be two transverse conveyors which will receive the grain from the hopper scale located immediately below the garner. This feature of the working house by which the grain can be delivered direct from the scale on to the transverse conveyors and on to the storage conveyors or directly into the bins of the working house is novel and is one which greatly increases the flexibility and rapidity of handling grain through the working house. There will be seven hopper scales of standard type, each of 2,000-bushel capacity.

On the top floor of the working house are the leg heads for all of the elevators and immediately below is the general machinery floor, where all of the motors for driving the elevators are installed.

The elevator legs, conveyors, cleaning and clipping machines will be driven by electric motors, each piece of machinery being independent of any other.

The storage annex is located on the north side of the working house and consists of 60 circular tanks and 45 interstices. The capacity of the tanks is 12,100 bushels each and of the interstices 2,690 bushels each, so that the total capacity of the storage annex is 847,000 bushels, which, together



machines from the bins of the working house and in turn spouted direct from the cleaning machines to the different elevator legs and transverse conveyor.

In the cupola of the working house there

with the 175,000 bushels capacity of the working house, gives a total storage capacity of the elevator of 1,022,000 bushels.

There are several special features embodied in the design of the storage annex, the first of which



is the design of the basement, which is provided with head room from the bottom of the bins to the basement floors of 17 feet, 6 inches. The basement is entirely open, affording ample light and ventilation, while the head room permits the use of turn heads under the storage bins, which allows of the grain from 48 bins being delivered on one of the shipping conveyors, of which there are four, each with a capacity of from 20,000 to 25,000 bushels.

Above the bin floor of the annex is the cupola, in which there are installed the three 40-inch storage belts and a system of spouts over the storage annex, as recommended by the special Elevator Committee of the Board of Trade. This design is one of the new features of the elevator, the great flexibility of which is shown when it is stated that the center belt is capacity of delivering grain through the spouts to 105 bins. The cross section and plan as shown in the cuts clearly illustrate the details of the receiving and shipping facilities of the elevator.

The shipping conveyor gallery leaves the south

grain from river barges or ocean vessels at any stage of the river. The grain when lifted from the vessel by the marine leg is discharged into the boot of the leg in the marine tower which in turn elevates the grain to a hopper; from this hopper one of the 40-inch shipping belts, two of which are arranged from reversible operation, are used to convey the grain to the working house where it is weighed and sent to storage.

The elevator will be equipped in addition to the main features above described, with a complete signaling system, intercommunicating telephone system, sanitary installations and fire protection.

## GRAIN PICTURES AND DECORATIONS— A NEW ART

BY FELIX J. KOCH

Cincinnati has long been one of the leading grain distributing centers of the great Middle West. It is the *entrepôt*, as it were, for the rich Miami Valley corn belt, as well as the wheat area of South



SOME DECORATIVE EFFECTS MADE WITH GRAIN AT THE SAN JOAQUIN VALLEY BUILDING, SAN DIEGO EXPOSITION

side of the working house just below the four shipping bins at an elevation approximately 60 feet above ground level and extends out to the dock gallery a distance of 400 feet, with a grade of approximately one in ten.

In the shipping conveyor gallery are four 40-inch shipping conveyors which in the marine tower on the dock gallery discharge into hoppers, which in turn discharge on to the 40-inch conveyors in the dock gallery. The dock gallery extends 650 feet parallel to the wharf, both east and west from the marine tower, a total of 1,300 feet. The capacity of the shipping conveyors is from 96,000 to 100,000 bushels per hour. This shipping capacity is greater than the capacity of any similar elevator at any Gulf or Atlantic port of this country, which should render the elevator particularly attractive to ocean vessels, due to the fact that very little time should be required to load the average grain ship.

Along the dock gallery a system of spouts 60 feet on centers will be provided for both "First" and "Second off" loading, and conveyors in the dock gallery will be so arranged that either one or both of the conveyors can be used for either purpose.

The marine tower is located in the center of the dock gallery at the point where the shipping conveyor gallery joins the dock gallery. The marine tower will be provided with a leg having a capacity of 15,000 bushels per hour on the dip and with a range in height sufficient to allow the leg to take

Ohio and Indiana. Recently, however, grain dealers of this section are being put to it to supply orders, or, oftener, requests that come to them for grain of given shades and hues, to supply a growing fad, or what may, to quote some of its devotees, eventually develop into a thriving industry.

This new form of craftsmanship, which eventually some offshoot of the grain trade may arise to supply, has to do with the making of pictures, or picture frames out of grain of given hues and shades. It owes its wonderful popularity in particular to the exquisite display made, under charge of Mrs. M. J. Wessels, at the big exposition at San Diego, Cal. The piece-de-resistance of her labors formed the ensemble of the interior decorations to the San Joaquin Valley Building at the exposition. This work took the combined labor of 35 girls for a period of not less than five months.

Pictures of reaper and binder, of the irrigation canal, and of the proud cockerel, ready to mount the shocks of grain and send forth his clarion call, each and all these won admiration and inquiry from the passing throngs; many of the latter are now resolved to imitate, more or less, so that the grain dealer in the Queen City and elsewhere may long expect to be besieged by requests for seed corn and Kaffir corn and the like of every hue. The accompanying picture gives some idea of the beautiful effects of which the new art permits, and the great variety possible.

## CAN EUROPE PAY?

BY FORMAN TYLER.

The grain interests of this country are among the largest exporters so that the correct solution of the problem of Europe's ability to pay and to keep paying for what it buys is of vital interest. Most economists, appalled at the tremendous debt which Europe is accumulating, about 17 billion now, which will be increased to 30 billion in another year, can only see one outcome, repudiation, either by deliberate action as a part of an established policy of recuperation, or involuntarily after an unsuccessful effort to meet interest and amortization of its obligations, just as a heavily bonded business might be forced into bankruptcy.

Another and more optimistic view was recently voiced by A. R. Marsh, editor of the *Economic World*. The latter sees this great debt, not as a payment for consumed and wasted industry, but rather as an increased capitalization of Europe's industries, which will permit of enormously enlarged production and expansion after the war is over. Mr. Marsh states:

What is the nature of the national debt itself, this mass of obligations that remains after the government has bought and consumed, and the nation has resumed its normal, peaceful course? Many persons, confused by the word "debt," have regarded these obligations as simply a mortgage upon the total property of the country which has issued them, like the excessive mortgage debt of some great railroad, forever weighing upon it and insidiously working for its destruction as a solvent enterprise. Nothing could be farther from the truth. It is no more possible to mortgage the property of a whole people than to draw an indictment against it. A national debt is in reality a pledge of a sufficient portion of the annual production of a people in future years to repay, with interest, the generation which fought the war for the commodities it put at the disposal of the government, instead of consuming them *ad libitum*, and for the sacrifices which it made. From this point of view, then, a national war debt is simply the present worth of the future annual surpluses of a portion of the production of the nation's population, for application to this particular compensatory purpose. And at this point one of the most important, though least observed truths about national debts emerges, i. e., that since they are not mortgages upon existing property, but are the present worth of property to be produced in the future, they are themselves new capital, at least in a potential sense. In other words, paradoxical as it may seem, by reason of a great war with its consequent enormous national debts, the world actually becomes suddenly possessed of a huge addition to the effective capital wherewith it can work.

The utilization of war bonds as capital will be possible if the governments are able to meet the interest charges, thus upholding the value of the bonds themselves, and Mr. Marsh regards this as altogether possible by the enforced saving, through taxation, which the people will have to submit to:

Here we are brought face to face with a subject which the economists, curiously enough, have scarcely studied at all, i. e., the ability of populations to save. Taxation for the purpose of paying the principal and interest of a national war debt is in the last resort simply compulsory saving enforced against the entire population. It is by this saving that the potential capital of the war debt is gradually transformed into actually existent capital. Evidently, this makes everything depend upon the ability of the population to save. In these humanitarian days it is commonly assumed that the ability to save is correlated with the incomes wherefrom the savings must be made, and that the mass of the population, even of a rich country, have not incomes sufficient to enable them to live decently at the same time save. In fact, however, even a superficial study of the phenomena of saving reveals the fact that saving is not correlated with income, but is dependent upon the average occurrence in individuals of all classes and all degrees of income, of that mental quality which we may call the "will to save," as distinguished from the mere vague and ineffective wish to save, which most people have. In default of wide statistical studies the nearest approach to the truth now possible is that in a given population from 15 to 20 per cent (no matter how large or small their incomes) will be found in normal times to have this "will to save," while from 80 to 85 per cent will be found devoid of this "will to save" and consequently unable to save except under compulsion. There are various minor forms of compulsion to save,—the most important of all being unquestionably the sense of duty to others which is the mainstay of life insurance. Less potent, though still important, is any general apprehension as to the future, such as is produced by panics and still more by the fact of war. It is well known that, after the first shock is over, deposits in savings banks begin to rise after panics and during wars, not-



## The Future of the Boys' Corn Clubs

Over 80,000 Boys Now Enrolled in the Movement—No Longer a Fad but a Positive Benefit to the Grain Trade of the Country—What Has Been Accomplished in Different Sections—Specialization in Seed Corn an Important Development

By WALDON FAWCETT

withstanding the economic disturbance and depression that these occasion. But the greatest of all the forms of compulsion to saving, and the only one that reaches every member of the population, whether he or she has the "will to save" or not, is taxation. And it is self-evident that taxation may reach at least to the extent of the normal saving of the 15 or 20 per cent of the population who have at all times the "will to save," without really impoverishing anybody. The 80 or 85 per cent who lack the "will to save" will merely have to reduce their expenditure or consumption to a point already demonstrated to be feasible by the other 15 or 20 per cent of their fellow-citizens. But for the belligerent countries of Europe, even should the war continue another year, such taxation as this would amply provide for the principal and interest of the national war debts.

Mr. Marsh makes out a strong case for the possible savings of Europe's laborers, and we are quite willing to admit the theoretical solution of the problem as he presents it. But he seems to have disregarded several practical factors which will certainly enter in before the matter is finally adjusted.

Of the 85 per cent who have not the "will to save" a large proportion through incompetency and ignorance have not the "ability to save" and further curtailment of income through taxation will reduce them to desperate straits, finding relief either in emigration or in a change of government and a wiping out of the war debt.

The loans by all the belligerents have been made to their own people almost entirely, and the small denominations in which the war bonds have been issued has diffused the debt pretty generally amongst the saving and well-to-do classes. In face of the political disquiet which always follows excessive taxation, it is a question whether the monarchies of central and eastern Europe can afford not to repudiate the debt, the loss falling on those who are best able to stand it because of their proven ability to save and recoup themselves, rather than oppress the mass of the people who in normal times find it difficult to meet the burden of government. The kind of patriotism which will courageously meet the hardships of warfare and even death in the heat of conflict is more common than that which will bear the grind of oppression when the excitement is over. Patriotism thrives poorly on poverty.

It is difficult to follow to conclusion the path Mr. Marsh has marked out, but even should Europe's debts be repudiated how will it effect the grain trade? The food supply of the nations will be their first concern, not only during, but after the war. Consumption will be cut down through the elimination of waste, and every effort will be made to meet the requirements at home. But production will also be decreased on account of labor shortage, so that the demands on this country should not be far from normal, with the assurance that, whatever action is taken in regard to the disposition of war bonds, the food supply will not be jeopardized by uncertainty of full and immediate payment.

The depreciation of English exchange, occurring since the above was written, seems to give warrant that the bankers do not fully share Mr. Marsh's optimism.

THE Boys' Corn Clubs are marching on. Men in the grain trade who, when the project was first launched to recruit juvenile corn growers, thought that the movement would be, at best, a temporary affair—something on the order of a transitory fad or hobby—have had to revise their

generation. Old-time corn growers who scoffed at the new-fangled ideas with which the minds of the youngsters were filled by the "book farmers" from the Department of Agriculture, have lived to see the day when they are secretly glad to adopt the new methods. The yields and the profits attained by the farmer lads routed the skepticism of their elders. Indeed the Federal experts instance a case where a single corn club boy in one community did more for sound corn culture in his county than five years of public lecturing could have accomplished.

But what of the future of the corn club movement? This is a question which, apparently, is being asked by many practical men in various branches of the grain trade. They are speculating apparently, as to whether the undertaking can go on expanding or whether it has about reached the end of the string. Likewise they are curious as to whether there are or are likely to be any offshoots of the corn club venture that will have bearing on other branches of the grain trade. In behalf of the readers of the "American Grain Trade" these questions have been put up to the Government officials who were responsible for the corn club idea and who have fostered the movement ever since the plan first took shape.

Corn clubs, in the estimation of the officials, are likely to be permanent in this country. At least that is the outlook for as far ahead as one might be expected to predict. The officials admit, however, that they now feel that the corn club movement has passed the stage of evolution and has become standard, so to speak. This does not mean, however, that high-water mark has been reached and that a decline will now ensue. Why, on the contrary there are this year, in the South alone, 7,000 or 8,000 corn club boys in excess of the enrollment last year. And the Department of Agriculture is just entering upon the promotion of corn club work in a number of important states where heretofore, owing to lack of funds, the task had to be left to the state and local officials and organizations. But what the experts mean is that the machinery of corn club production is now pretty well "shaken down" and is ready to proceed smoothly in well-worn grooves.

As for the other classes of boys' clubs which supplement or have been copied from the corn club organization, that is an interesting subject. As matters stand today, the grain trade is presumably interested only in the corn clubs, the so-called "Four-Crop Clubs" which devote attention to oats and hay as well as to corn, and the Kaffir clubs



A LITTLE WISCONSIN BOY AND HIS PRIZE  
BUSHEL OF SEED CORN

opinions. In most instances, however, they have been only too willing to take a new viewpoint with respect to this new factor because it is now pretty generally admitted that the corn clubs constitute an influence decidedly beneficial to the grain trade.

Most convincing of all the evidence that the corn clubs are really an element to be reckoned with in the cereal markets is the circumstance that in hundreds of instances the fathers of corn club boys, and even neighboring farmers with no boys in their own families have adopted the methods of corn cultivation and corn handling introduced by the rising



CORN CLUB BOYS IN ACTION



DETERMINING PERCENTAGE OF GOOD CORN IN THE YIELD



which cultivate a corn substitute. However, the grain trade may be affected indirectly by yet other club activities. For example there are the pig clubs, the members of which proceed on the theory that to market corn "on four feet" is the most profitable policy. The pig clubs were started in three Southern states only two years ago, but the idea is spreading rapidly. Already there are upward of 9,000 boys in this work and the activity has been introduced in a number of Northern states and will ere long be initiated on the Pacific Coast.

Club work is not expected to make much headway in divisions of the cereal field other than those already invaded. This is the judgment of the experts at the Agricultural Department as voiced for the "American Grain Trade." They point out that in certain sections of the country there have already been formed a number of wheat clubs but that they do not expect this development to spread because of the opposition of the average farmer who objects to the bother of harvesting separately the yield of one or two acres of wheat simply because his son wishes to try out some new theories. In other words, the ideal conditions for club work are those which obtain with a crop such as corn where the junior member of the farm can have his fling without upsetting the farm routine and where the benefits of the new school of tillage will be readily apparent.

Statistics just compiled at the U. S. Department of Agriculture, especially for this journal, show that this year's enrollment in the corn clubs aggregates more than 60,000 boys in the Southern States and about 20,000 lads in the Northern States. The South, it may be added, had several years' start of other sections of the country in this method of boosting corn production. Georgia with an enrollment of 8,785 boys, is the banner state in the South, and Iowa with 3,467 corn club boys, leads in the North. That every season for several years to come should show a marked increase may be appreciated when it is explained that the states in which the National Government has just entered upon the promotion of corn club work include such important states as Illinois, North Dakota and New Jersey, whereas it will be next year ere the Federal organizers and agents can make a move in states such as New York, Delaware, Missouri and Nevada.

As has been said, the corn club work originated in the South and has been gradually extended to other sections as the success of the undertaking in Dixie became noised about. If only the score of what has been accomplished south of Mason & Dixon's Line, the grain trade might be said to owe a debt of gratitude to the corn club movement because it has been perhaps more largely instrumental than any other one influence in weaning away the South from cotton culture exclusively, and all the disadvantages of a single crop, to diversified agriculture with cereals as a mainstay. In short, the corn clubs by counteracting to consid-

erable extent the damage done by the weevil, have done their part to bring about that new era in the South which is so strikingly reflected in the erection of new grain elevators and new flour mills.

During the six years that boys' corn clubs have been conducted in the Southern States by the U. S. Department of Agriculture, the agricultural colleges and other co-operative agencies, a total of 1,751 boys have produced more than 100 bushels to the acre. Of this number 26 went above the 200 bushel mark. The largest yield of all is that of Walker Lee Dunson of Alabama, with a record of 232.7 bushels at a cost of 19.9 cents per bushel. Per-

the acres which have been in corn to small grain or legumes and in some sections it is advised that the boys seed such crops as rye and crimson clover, rye and burr clover or vetch and oats together. The latest letter of instructions sent out by the Department of Agriculture says: "Perhaps it would be a good idea for a boy to put one-fourth of his acre in clover or vetch and the rest in rye, oats, barley or wheat." It is significant that in many communities prizes are now being offered for yields of seed as well as for corn and corn club members are acquiring valuable experience in the best methods of harvesting seed.

When the corn club boys in the Southern States began to report their phenomenal yields, notably those in excess of 200 bushels to the acre, many grain dealers expressed the fear that corn produced in such yields would show too great moisture content. In order to determine whether this suspicion is justified, hundreds of samples of corn from large yields were sent in moisture-tight containers to the U. S. Office of Grain Standardization. The result of the analyses of these samples—received from every state in the South—has proven conclusively that the moisture content in the corn produced by the corn club boys is not excessive, indeed, in many instances, not nearly so great as that found in corn produced by the regular growers.

Although the work in the Northern States started several years after that in the South, dozens of boys are making yields of over 100 bushels per acre and records of 130 to 160 bushels per acre cannot be accounted unusual—the cost per bushel ranging from 9 to 18 cents. That the operations of the corn club boys are calculated to prove a powerful incentive to specialization in the cultivation of corn may be readily surmised when it is stated that last year Earl Zeller of Cooper, Iowa, netted a profit of \$197.80 from his one acre of corn and Clement Miller of Fairfield, Iowa, cleaned up a profit of \$145.91 on one acre of corn. Great numbers of boys in a dozen different states in the North made profits of \$50 to \$90 per acre of corn.

The corn club work has been in the past and is likely to continue a potent factor for the encouragement of the increased production of corn at a reasonable cost—a valuable aid to that corn-improvement propaganda which has as its motto, "Fewer acres and more corn to the acre." Department officials justify the outlay of time and money being expended upon corn club promotion by the declaration that no boom is more devoutly to be desired than a general doubling of the acre yield of corn, it being the contention of these experts that "our weakest defense" is our vast acreage of poor corn, the culture of which is impoverishing farms and farmers and inducing unsatisfactory market conditions at home and abroad.

To the grain trade one of the most interesting of the later activities developed in connection with the boys' corn club work is found in the specialization on seed corn. To encourage this the Depart-



A MINNESOTA BOY CRIPPLE WITH A FINE YIELD OF CORN

haps the most remarkable record to date, however, is that of Junius Hill of Alabama, who got a yield of 212½ bushels to the acre at a cost of only 8.6 cents per bushel; Ben Leath of Georgia got nearly 215 bushels to the acre at a cost of 14.2 cents per bushel; Bennie Beeson of Mississippi has a record of over 227 bushels to the acre at a cost of 14 cents per bushel.

Each of the thousands of boys who has enrolled in the corn clubs for 1915 has obligated himself to cultivate at least an acre in corn, or such crops as Kaffir, milo and feterita which are substitutes for corn in western Texas and Oklahoma. They are expected to practice rotation and in due course, seed



PAGE COUNTY (IOWA) BOYS DISCUSSING SEED CORN EARS



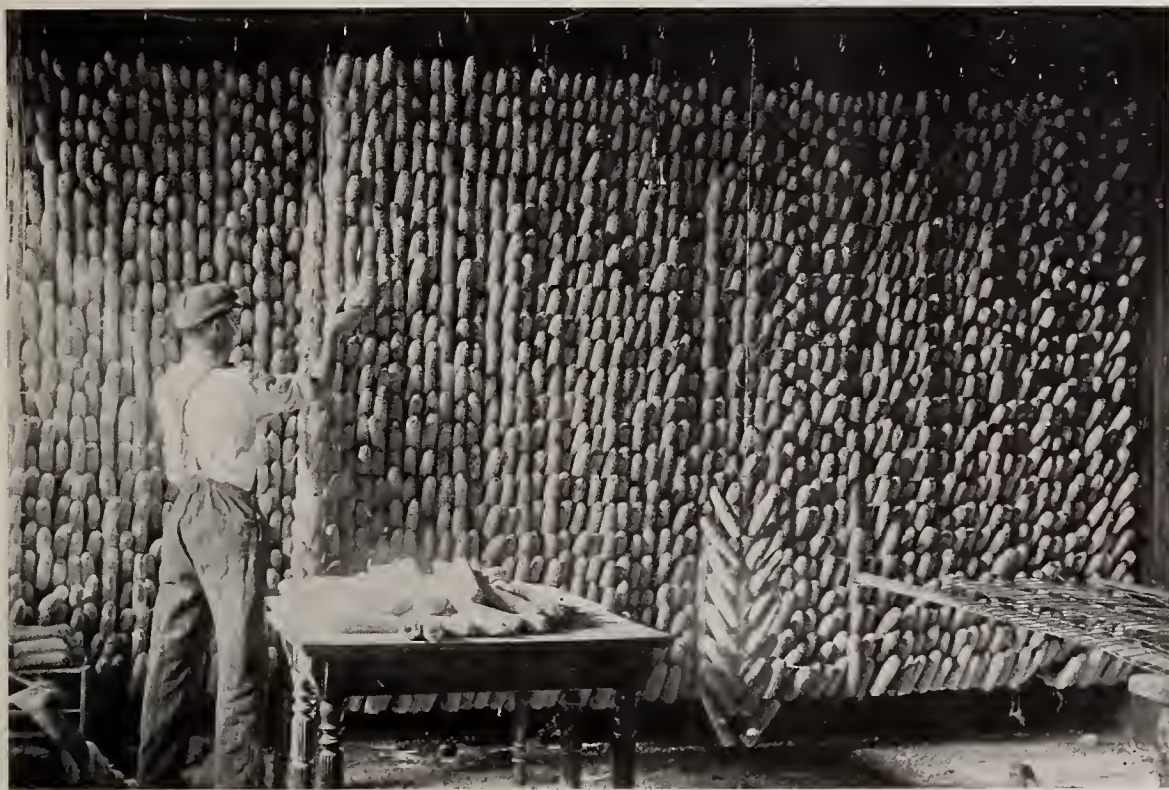
THE FAMILIAR "RAG DOLL" GERMINATION TEST



ment of Agriculture now provides a seed corn label which may be used by all young producers who can meet certain requirements. In order to be privileged to use what are known as the "4-H Brand Seed Corn" labels, club members must have a definite standard variety or strain of corn and the seed corn must be selected by hand before the ordinary corn is gathered. Each boy making use of the label must state on the label the yield per acre from which the seed was selected and all corn sold under this label must have been subjected to the germination test, the percentage of results being set forth on the label. Finally, the "4-H Brand" label must be signed by the club member responsible for the corn and O. K.'d by a state, district or county leader or by the local chairman of a committee authorized to check up and endorse club members' seed.

## CALL RULE IS ENJOINED

In a ruling handed down by U. S. District Judge Landis at Chicago on September 8, 1915, prohibited the old "call rule" of the Chicago Board of Trade. This was the outcome of the Government suit brought against the Board of Trade under the



CORN CLUB MEMBER DRYING SEED CORN

Sherman Anti-Trust Law, which was filed on February 11, 1913. Trial of the case began on January 25, 1915, and closed on January 30. District Attorney Clyne conducted the case for the Government and Attorney Henry S. Robbins represented the Chicago Board of Trade.

According to the Government's bill, which asked for an injunction to prevent the continuance of the call system of price making, the Board dominated the grain business of the entire Mississippi Valley. The rule provided that contracts for grain to arrive could only be made on the approval of the Call Committee. As a result no new prices could be made between each day's closing and opening hours of the change.

The "call rule," however, was voluntarily abolished by the Board of Trade about two years ago. The decision therefore is of comparatively little significance except that it will prevent the revival of the "call rule."

NINE gold, 41 silver and 27 bronze medals were won by Wisconsin growers in the grain show at the Panama-Pacific Exposition.

REPORTS have been made by the officials of warehouses on the Pacific Coast that they have been handicapped seriously this year by the inability to secure ships. The war has made considerable extra business for the steamers plying between this coast and the European ports, and consequently the work has been delayed.

## Giving the Customer Elevator Service

### Can a Dealer Using a Public Elevator Handle His Trade with the Same Efficiency as One Having His Own Plant?

By G. D. CRAIN, Jr.

THE question of whether or not to operate an elevator or pay somebody else for performing this part of the work of handling a grain business is almost as ancient as Hamlet's immortal query. Grain dealers from time immemorial have been up against the problem, and have solved it variously. Of course, the peculiar conditions under which each member of the trade carries on his business must determine his policy in this regard, for the most part. Capital, the size of the organization and the present and prospective volume of business all must play a part in determining the advantages of running an elevator or putting the stuff through a public plant.

Current interest was given the question recently by the decision of a concern in a leading market to build its own elevator. It has been considering

do it." It is not merely the question of making an investment; but it is also one of keeping that investment profitably employed. The dealer whose experience has been that trade is either a feast or a famine may seriously question the advisability of putting his money in a plant which may make a good showing when business is good, and a very poor one when things are dull.

Besides, there is the point just suggested. Take the case of the concern referred to above, which plans to spend \$100,000 on a grain elevator. This means, necessarily, that \$100,000 is taken out of its working capital and put into buildings and equipment. The money ceases to be a liquid asset, and becomes one which could be converted back into cash, probably, only at a considerable sacrifice. The concern which has limited capital can easily figure that it can use the money to better advantage in buying and selling grain, and actually doing business, keeping the money constantly turning over, than in putting it into an elevator.

Public elevator concerns as a rule do not return heavy dividends to their stockholders. Competition from other similar establishments, and from the potential private plant which every grain dealer can resort to if charges become excessive, is sufficient guarantee that this will not be the case. The elevator, then, can be considered as a fair investment, under favorable conditions, netting from 6 to 10 per cent per annum. But if the grain dealer can make more money in the course of a year by numerous turns of the same capital, the apparent answer is that he cannot afford to run his own plant.

The discussion cannot be terminated at that point, however, for there are other features of the situation that deserve consideration. One of them was suggested by the active manager of a grain house which has been operating its own plant for about forty years, and which consequently is familiar with all the practical details of the business.

"If your plant were to burn down, fully insured, so that you would recover what you have put into it," he was asked, "would you build again or use the public elevator's services thereafter?"

"We would get our own house just as quickly as it could be built for us," was the prompt response.

"We do not feel that we could give our customers the service that we want them to have, and that is the main reason why they prefer to do business with us, unless we had our own plant and facilities. The public elevator may be all right, but it wouldn't cover the requirements of the situation as we see them."

Service to the customer is admittedly important; and when it is emphasized to the extent that a concern is willing to pay a good deal of money for the privilege of maintaining it, it must really play a vital part in the operation of the business.

In the case of the grain concern referred to above, which is getting ready to build its own elevator, the service question is certainly more important than in ordinary cases. As pointed out, it supplies industrial concerns, whose needs, it happens, are of a very special nature. The greatest care which this house can use in the selection of the grain intended for the industrial plants which it supplies may easily be nullified, simply because the grain which goes through the elevator loses its identity. Thus, if the grain dealer cannot be sure that he will be able to give his customer the material which he bought for that customer, unless he handles it himself, there is a good reason here, looked at from the service standpoint, in favor of running an elevator, and controlling all of the handling operations.

There are peculiarities in other kinds of trade. One territory may take a special variety of grain;

doing this for a number of years, but heretofore conditions have not apparently been favorable enough to warrant making the investment. This company, it happens, is chiefly interested in supplying the grain requirements of a large industry, and its business has been generally limited by the state of trade in that field. Of late the operating outlook in the trade which the grain house supplies has improved decidedly, so that there was a good basis on which to make the swing, assuming it to be advisable on other grounds. The concern is getting ready to spend about \$100,000 in putting up a plant, which, while not the largest in its market, will be well equipped for the work which it has to perform.

Everybody in the grain trade realizes, at the beginning, that running an elevator is not simply a question of figuring that the profit which the public house is now taking could be saved if the individual concern had its own plant. In fact, that is just as far away from the real situation as possible. Profit in elevator operation is so essentially a question of volume of business that the individual concern must be able to keep its equipment actively employed in order to prevent fixed charges, like interest on the investment, taxes, insurance and so on, from making the cost prohibitive.

It is because of the uncertainty of conditions in the grain business—that is, as to the amount of business to be had at any particular time—that the average member of the trade prefers to "Let George



another may have its predilections in favor of material which no particular grade will sufficiently designate. The house which is trying to build up a demand for specialties, which is branding its sacks, and is following this up by maintaining uniformity in the grain sold, constantly feels the need of supervising the actual handling processes and seeing that the features which it has in mind are developed in shipping the grain.

Grading rules are necessarily arbitrary, and cover a rather wide range. The brand which the dealer is featuring need not necessarily be, and usually is not, indicated by one of the standard grades. To be most effective it must be a "special" combination worked out by the dealer himself. Operating with this combination mechanically may get fairly good results, it is true; but the practical dealer, who is close to his business and wants to see and touch and handle the goods which he is selling, prefers to put brain work also into the task of marketing the product.

There are, admittedly, other features of the situation which affect the general problem of operating the private plant, comparing it with the plan of using public houses. Competition is sufficiently

But, when one reaches the final analysis and weighs the arguments pro and con, the point in favor of the private plant which has the most influence, and which really furnishes justification for it, is that service to the customer can be improved in this way. It is the customer's business that makes the grain dealer's business, and equipment that enables the latter to render better service is worth more than can be indicated in percentages of profit.

## FOUR OF A KIND

All the grain elevator builders this year have met with unusual success. This is accounted for partly by the large crops of grain in almost every state, partly by the conditions in the grain business making for a fair margin of profit, and partly also by the character of the elevators themselves due to modern construction and the ability of the builders to meet every requirement in this class of work.

The four elevators shown in the illustration are typical of the present country house. They were built by the Burrell Engineering & Construction Company of Chicago, and represent the types of



A GROUP OF NEW COUNTRY GRAIN ELEVATORS

1.—Alley Grain Company, Princeton, Mo.; 2.—Studebaker Grain & Seed Company, Bluffton, Ind.; 3.—S. L. Spach, Winston-Salem, N. C.; 4.—Grieg & Zeeman, Harris, Iowa.

been to make every dealer want every legitimate advantage; and dealers who have their own plants, and have their offices at their elevators, instead of being several miles away in some conveniently appointed office building, feel that they know more about their business than they could possibly know, handling it at long distance, and giving it absent treatment in a good many important details. There are advantages about an office in the central district, but it is always possible that the advantages of being in immediate contact with the business may outweigh them.

Another thing to consider is that charges for service in connection with a public elevator may be entirely reasonable, based on the cost of handling the grain in that plant, and yet be excessive, figured from the standpoint of what the work could be done for with the most modern equipment and the best designed plant. In other words, a public elevator may be old, and its equipment out of date. Yet its charges must be sufficient to make a showing, and to pay interest on the investment. That means that a plant equipped more efficiently and with more up-to-date arrangements for taking care of the business could do the work for less. Hence the dealer who puts in an elevator today has an advantage, doubtless, in this respect, and if he can get a fair volume, sufficient to keep his equipment in motion, he ought to be able to handle the grain cheaper than it could be done at the old plant.

both studded and cribbed in frame construction, and the concrete, which is now used in the erection of the smaller houses. They range in location from Iowa to North Carolina but this does not represent the area covered by the Burrell company this year as it now has elevators in course of construction as far west as Utah and Idaho and south to New Mexico and Texas. When January rolls around some 100 elevators will have been built by this firm.

The Studebaker Grain & Seed Company, with headquarters at Bluffton, Ind., added the elevator shown to its line at Tocsin, Ind. It was just completed and represents a capacity of 25,000 bushels. It is of cribbed construction on a concrete foundation.

The elevator at Winston-Salem, N. C., shown in process of construction is of concrete and owned by S. L. Spach. It has a capacity of 10,000 bushels and is claimed to be the first country house of this material built in the state.

The Alley Grain Company has an attractive looking elevator now receiving grain at Princeton, Mo. It is of studded frame construction with a storage capacity of 10,000 bushels and includes a sheller and cleaner in its machinery equipment.

The largest of the four elevators has a capacity of 30,000 bushels and is owned by Grieg & Zeeman at Harris, Iowa. It is likewise a frame elevator and built to house the mammoth crops of the Hawkeye State for many years. All of these houses are modernly equipped, for competition has made the most up to date methods necessary.

## THE RUSSIAN OUTLOOK

The Russian correspondent at Odessa for the *Corn Trade News*, Liverpool, in a recent letter gave an interesting account of conditions in Russia, and the way the war is affecting the grain trade in that country. The letter is as follows:

According to telegraphic reports received by the Department of Trade from the various exchange committees in European and Asiatic Russia, the general condition of winter wheat and rye in the Empire is highly favorable; the condition of the crops is, in most regions, satisfactory, while in many regions a good and even excellent condition is reported. No reports speak of unsatisfactory condition. It should, however, be mentioned that from certain localities situated in the war zone, information has not been received. The condition of the crops indifferent regions of the Empire is as under:—

Central governments report winter wheat and rye everywhere satisfactory. Reports from Middle Volga governments are, in general, also satisfactory. In Trans-Volga governments, winter grain is mostly good, excellent in parts, and satisfactory in a few districts. In Trans-Dnieper governments the general condition of winter wheat and rye is considered satisfactory. Southern steppe governments report wheat and rye, in general, satisfactory, in parts good. In Dnieper-Don governments winter sowings are, for the best part, in good condition, partly satisfactory, and in certain governments excellent. In Volga-Don governments winter wheat and rye are, in general, satisfactory, in some localities they are even good; but according to reports received a few fields had to be resown. In the Caucasus the general condition of winter cereals is satisfactory; in certain districts of Stavropol government and the Ter province the condition is excellent. Reports received from western Siberia and eastern steppe provinces, although scanty, give the general condition of wheat and rye as satisfactory.

The grain trade is still helpless in the bonds of restrictions on buying and selling, and under the influence of protracted operations at the Dardanelles. Good wheat on spot is worth about 40/- per 492 lbs., and is freely bought by Odessa or other millers. A trifling amount of wheat or barley is brought to market by farmers who require a little cash from time to time. Recently the papers contained a telegram saying that Roumania had decided to buy 2,000 wagons of wheat in the Odessa district, but this received no credence; indeed, it would be difficult to buy such a quantity near Odessa. People in Odessa told me recently that there is a good deal of maize in the hinterland, which would be exported if it were possible. No further Government purchases of barley have been made here, and some of the grain bought is being rejected owing to being below requirements as to quality and admixture. There is, undoubtedly, a fair amount of barley in our hinterland which would come forward were export possible, and it is unlikely that it will all be taken up for interior consumption.

Life has settled down into a steady routine, little different from its ordinary course save as regards those directly concerned in export. There is the same conviction and determination that the war must be carried through to an entirely satisfactory conclusion. Although many people must be suffering more or less seriously, there are few outward signs of economical strain. Certainly, there are very many less beggars and others seeking charity, and there is no such sight as an intoxicated person. It almost seems as if the cessation of drinking counterbalanced losses to the working classes from the war. It is so here, but this may be because the large local shipbuilding works continue to be fully employed, even increasing their numbers of workmen. We are still in the happy condition of having the "necessaries" of life at a trifle over normal prices. Bread, meat, potatoes, eggs, butter almost normal taken collectively. Sugar is quite normal, but tea has risen about 10 per cent. Clothing and most manufactured articles are dearer, as are all articles which must be imported. Coal is very dear, owing to shortage of wagons.

I would again mention the likelihood of wagon shortage in the event of export being reopened. It is extremely difficult to get wagons for transport of other goods. I recently visited a large factory of agricultural machinery, and the manager told me that they were blocked with machines which could not be dispatched to their selling branches owing to lack of wagons. These machines, mostly drills, were urgently wanted. The factory was likewise reduced to its last few wagons of coal, notwithstanding that it was situated near the coal basin. No doubt some efforts would be made to supply wagons for grain export, but transport will, necessarily, be on a very restricted scale so long as the war lasts. This will certainly also apply to the Siberian line, although the necessity of moving wagons to Vladivostok for the purpose of obtaining the rather liberal imports by that route would give opportunity to send a certain amount of grain thither.

KANSAS was awarded the grand prize for Kaffir corn at the Panama-Pacific Exposition.



THE ADVANCE OF THE GRAIN ARMY ON PEORIA







NOT since Fort Scott was destroyed by the Indians in 1818 has Peoria been the objective point of such a campaign as has been directed against it by Commander-in-Chief Lee G. Metcalf. The call for volunteers has been sounded and North, East, South and West the armies are gathering for the attack. General Metcalf, with his chief of staff, General E. M. Wayne, and Aids-de-Camp Warren T. McCray, H. L. Goemann and Charles England, have organized the attack with rare foresight, and the army of occupation which will enter the city on October 11, 12 and 13 will be the largest which a leader of the great grain army has ever commanded.

The enviable position as a railroad center which Peoria enjoys among cities of its class makes it peculiarly vulnerable. All of the fourteen railroads which lead to the city have been commandeered by the enemy. The Eastern Division, under the command of Brigadier General E. C. Eikenberry and Adjutant General Charles Quinn, will approach on troop trains over the Vandalia, Wabash, T., P. & W., L. E. & W. and the Big Four. This division is made up of the First New York, under Col. L. W. Forbell; Pennsylvania Guards, Col. Jas. L. King; Southeastern Rifles, Col. J. H. Cofer and Maj. H. E. Boney; Ohio Light Artillery, Col. J. W. McCord; Indiana Minute Men, Col. T. A. Morrison; and Michigan Sappers, Col. D. M. Cash.

The Northern Division, under General A. E. Reynolds, will requisition trains on the C. & A., C., B. & Q., C. & N. W., C., R. I. & P., I. C. and the M. & St. L. to carry to the attack the Illinois Heavy Artillery, Col. J. J. Stream; Wisconsin Light Guards, Col. W. H. Bell; Minnesota Cavalry, Col. C. A. Magnuson; Iowa Volunteers, Col. F. D. Milligan; and the Northwestern Scouts, Col. C. C. Flanley.

From the West, over the Santa Fe and other trunk lines, Major General John L. Messmore will lead the Western Division, comprised of the Missouri Aeroplane Squadron, Col. C. W. Lonsdale; Kansas Submarines, Col. A. H. Bennett; Nebraska Sharpshooters, Col. E. P. Peck; and the Southwestern Rangers, under command of Col. T. G. Moore.

From the Southland General Chas. D. Jones will lead his division, including the Alabama Artillery, Col. E. Wilkinson; Louisiana Coast Guards, Col. C. B. Fox; Tennessee Mountaineers, Col. L. D. Jones; Kentucky Fusileers, Col. Harry H. Bingham; and Florida Lancers, Col. John D. Barber.

The strategic value of Peoria is easily recognized. If the geographical center of the Corn Belt were determined it would certainly fall not far from that city, and the radiating railroads make it the natural destination of vast quantities of grain. By the same token it has become the greatest corn-consuming point in the world.

Now, Commander-in-Chief Metcalf has no designs on this corn or its products, but he is determined to take the city by storm. As a fighter Von Hindenburg has nothing on Lee G. But instead of blood and iron the paths of his victories are strewn with peaceful reconciliations of trade differences and new applications for membership. These, no less than the carnage of battle, show the capability of the man, so Peoria had best look to its defenses.

And she is doing it. General A. G. Tyng has left no stone unturned in preparation for the oncoming host. Generals C. C. Miles and T. A. Grier, who will share with General Tyng in the responsibility, need no publicity here—the mere mention of their

names is a sufficient guarantee of efficient service.

There are many incentives for volunteer service in the army moving toward Peoria. Some are coming out of curiosity, although many of the older members know Peoria, as it entertained the National Grain Dealers in 1902. But even those who were there at that time will have some surprises in store for them, for within the last 13 years a new spirit has been born in the city and the civic improvements have been on a remarkable scale. For most of the grain men, however, the chief incentive is anticipation. They have heard about Peoria or know it from personal experience and are looking forward with natural eagerness to enjoy the hospitality and delights which they know are in store for them.

If there is anyone who doesn't know Peoria we will just mention a few of the facts about the place, and then if his grip is not already packed he can see to it at once and join the army.

#### PEORIA--THE OBJECTIVE POINT

THE Illinois River spreads out into a most beautiful lake about midway between its source and the Mississippi. When Joliet and Marquette went on their famous missionary excursion in the then Far West they discovered the lake which they called Pimiteoui, looked upon the high wooded bluff which skirt its shores, and then and there started the Associated Peoria Boosters, which organization has been growing in numbers and enthusiasm ever since. La Salle established Fort Creve Coeur on the site in 1680, and thereafter for 150 years Peoria shared with other frontier posts a record of Indian wars and desolation which has made of our early history a tragedy.

Opa was the original name for the town. Just when the change was made is not recorded, but it was probably shortly before Abner Eads and his party arrived in 1819. In 1833 Peoria was made the county seat of St. Clair County by special act of Congress, and from that time its development has been on the broad lines and generous plan which were destined to make it one of the most "liveable"



THE HOME OF THE PEORIA BOARD OF TRADE





cities in the country. Now, it takes many factors to make a city a really good place to live. Many of these Peoria has by natural location. The rest have been supplied by the energy and wisdom of its people.

The location has done much toward the natural development of the city. Midway between Chicago and St. Louis, at the natural head of navigation on the Illinois River, but a short distance from the center of population of the country, and in the very heart of the richest agricultural section in the world, is it any wonder that Peoria has come to the front? Chicago alone of Illinois cities surpasses it in population and railroad facilities. The directory census of 1915 gives Greater Peoria a population of 120,265, a gain of 20 per cent for the year. The city tax rate is only 1.39 per cent on actual value, and the total tax for 1914, including city, county, state, park, street and bridge and school assessments, was but \$5.59, which is absurdly low, considering the amount of improvement that has been accomplished. Along the line of park and street development there has been special activity. There are eight parks with a total of 430.69 acres. In addition to these Levee Park, Edgewood Park, the National Implement and Vehicle Show grounds, and Waterworks Park contain 280 acres, and the State Hospital Park at South Baxtonville has 2,000 acres. There are 78.84 miles of paved streets and the boulevards lead to some of the most beautiful scenic marvels in the country.

From the standpoint of the home the people here are favored. Peoria is essentially a home city. There are no slums, and even the workingmen's section is filled with small but comfortable and often pretty homes. The main residential streets are beautiful for the architecture displayed and the air of comfort which prevails. There are churches of all denominations, 84 in all, and the city is justly proud of its schools, both public and institutional. The death rate is only eight to every 1,000, the average for all registration cities being about 16, the lowest of which is Portland, Ore., with 9.8 per 1,000 in 1909, its best year. No wonder

people like to bring up their families in Peoria.

These are some of the factors which make this Central Illinois town a good place to live in. But though they are important, esthetics, education, religion and health are not all that must be considered. There is the practical side of commercial advantage. And this is where Peoria shines. When you mention industry with a capital "I" Peoria throws out its chest till its vest buttons pop. There are 594 manufacturing plants in the Peoria district and 24 of them are in the \$1,000,000 per year class, while nine do over \$2,500,000 of business a year. Just think this over. No city in the country of the same size can even come near it. There is a reason, as Battle Creek ejaculates.

Next to labor, the power cost is the chief concern of any manufacturing industry. A great many people forget that Illinois has other than agricultural resources, and that its coal fields are only slightly less important than its grain fields. Coal receipts at Peoria last year totaled 2,146,292 tons; shipments, 1,845,079 tons. Commercial slack, f. o. b. Peoria, runs from 80 cents to \$1.15 per ton; run of mine, from \$1.40 to \$1.50. This, together with its proximity to the grain-producing section and its fine shipping facilities, gives the city an advantage which manufacturers are not liable to overlook.

As a result the amount of capital invested and the number of laborers employed run into impressive figures. Each year the figures grow larger, and there seems no prospect of the increase growing less. The manufactures are of too great variety to mention, but three great divisions stand out with particular prominence: agricultural implements, including tractors; whisky and alcohol; and food-stuffs. This is natural, as Peoria is near the consuming center for the first and the producing center for the raw materials of the other two. The greatest distilleries in the world are located here, and the increase in manufacture and use of commercial alcohol more than makes up for the decrease in whisky consumption.

As a distributing center, both for manufactured and raw materials, Peoria takes high rank. While Chicago and St. Louis both rank among the great jobbing centers of the world, Peoria supplies a large volume of trade right up to the doors of both cities. She is particularly favored in railroad rates, a most important consideration in the jobbing trade, and has unusual terminal facilities, far surpassing in this respect both of the larger cities. A survey of the terminal facilities of Peoria was recently made by the Association of Commerce, and the report included the following summary:

"There are one hundred and twenty-five miles of trackage in the switching limits of Peoria; twenty-one miles of industrial siding; nine miles of so-called team tracks.

"Peoria has four terminals—the Peoria & Pekin Union, the Chicago and Rock Island, the Chicago, Burlington & Quincy and the Peoria Terminal, the latter being electric. These terminals are dotted with great industries, each having their full share.

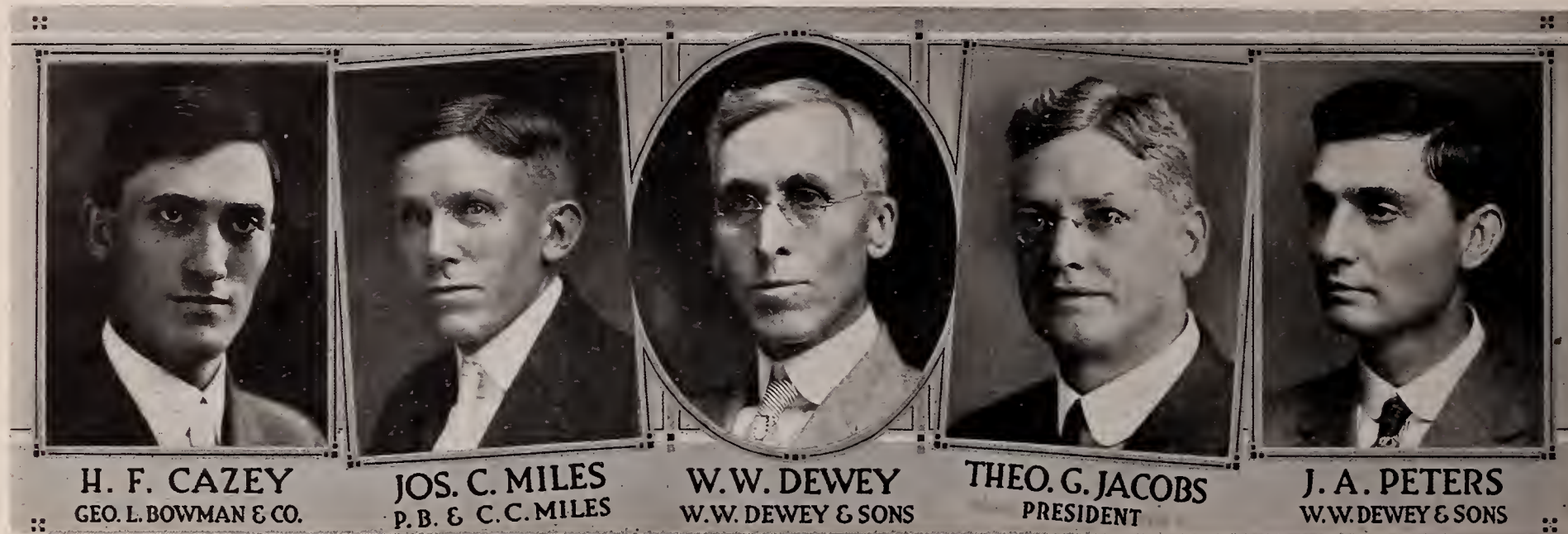
"Peoria handles in interchange annually over 25,000,000,000 pounds, or over 12,300,000 tons, of freight. To properly distribute this vast tonnage there is loaded at Peoria daily over 175 package cars, taking freight in all directions, making deliveries at Kansas City, Omaha, Sioux City, Minneapolis and St. Paul not later than the third morning.

"The Peoria & Pekin Union Ry. Co. owns the



THE 1,000,000-BUSHEL IOWA ELEVATOR, PEORIA





Union Station and terminal facilities, among the best in the country. Over one thousand men are employed, and over \$100,000 is distributed each month at Peoria and Pekin. In the freight houses is handled each month over 40,000,000 pounds of merchandise.

"The completion of the Peoria & Pekin Union Railway Company's new bridge was of more significance to Peoria business interests than the mere expenditure of the \$750,000 which has gone into the structure and approaches. It releases the city from the congestion which has irritated the shippers of Peoria since the old bridge ceased to be adequate for the growing city's needs.

"Work was begun on the bridge early in 1909. It is a double-track structure, replacing the old single-track bridge now dismantled and in the scrap heap somewhere. The bridge has a carrying capacity of 6,000 pounds to each lineal foot of track. It is 1,032 feet long, the channel opening being 127 feet in the clear. The lowest part of the lift span is 10 feet above high-water mark. The building of the piers required a total of 9,500 cubic yards of concrete. There are 2,100 tons of steel in the structure."

The commercial agent of the Chicago, Burlington & Quincy Railroad recently wrote concerning this subject:

"There are, in what is known as the switching limits of Peoria, approximately one hundred and twenty-five miles of trackage, nine miles of which are given over to team track deliveries—that is, sidings for the receipt and delivery of carload freight for persons not having industry sidings of their own. There are about twenty-one miles of industry sidings, which serve the individual industries for which they were constructed. The balance, or nearly 100 miles, is given over to the general or classification yards for the handling of not only local, but other freight as well.

"The topography of Peoria is such that practically all of our railroads and railroad facilities, as well as our industries and jobbing houses, are located upon the land adjacent to the Illinois River, commonly spoken of as the bottom lands, therefore there

are practically no hills or grades between the various industrial institutions and the freight houses or team tracks, thereby reducing almost to a minimum the cost per ton for handling freight. A fair estimate of the average cost per ton for drayage in Peoria, to and from the freight terminals, is about 50 per cent per ton. It is almost impossible to estimate how much value this low cost of trackage means to the 'small business' which cannot do its business in carload lots, and which is not so situated and cannot afford to pay for industrial trackage for itself.

"Industrial switching service at Peoria stands one hundred per cent. It is very seldom that a car loaded at any industry within the switching limits of Peoria before 5:00 p. m. is not pulled out and delivered to the line for which it is intended, and ready to leave Peoria by or before 7:30 p. m. the same day. There is no other terminal of like size in the United States where service of this kind is rendered to its business institutions, and this applies to all lines serving industries in this district.

"The figures quoted do not take into consideration any of the tonnage handled by the packet lines on the Illinois River, one of which operates daily between Peoria and La Salle and the other semi-weekly between Peoria and St. Louis."

While these figures apply principally to industrial switching, the chief industries must be borne in mind. They are largely distillates and food products.

All this points to one essential fact—the importance of the grain interests of the city. As the center of this interest and the home of the men who conduct its business stands the Peoria Board of Trade.

#### PEORIA BOARD OF TRADE

THE Board of Trade of Peoria was instituted in 1869. Its membership includes some of the best known merchants in the country, several of them having established enviable reputations in larger markets as well. During the 45 years of its activity the Board has had but six secretaries and six treasurers, the present incumbents having held their respective offices, John R. Lofgren for nine years, and Wm. C. White, who this year took the place that Walter Barker held for 15 years.

Peoria has always been among the first markets to adopt grain and hay grades as formulated by the national associations and was the very first to adopt the Government corn grades. The total receipts of grain for 1914 amounted to 33,116,596

bushels, compared with 34,574,593 bushels in 1913 and 32,851,558 bushels in 1912. Of the 1914 totals corn receipts were 14,520,478 bushels, wheat 2,399,033 bushels, oats 12,925,660 bushels, barley 2,777,825. The receipts of seeds totaled 7,860,000 pounds and hay 43,692 tons. Over 7,000,000 bushels of corn and 1,000,000 bushels of barley were consumed in Peoria.

The present officers of the Board of Trade are Theodore G. Jacobs, of the Geo. W. Cole Grain Company, president; Louis Mueller, of the Mueller Grain Company, vice-president; H. T. Boyd, with the Minneapolis & St. Louis Railway, vice-president; John R. Lofgren, secretary; and Wm. C. White, of the Merchants & Illinois National Bank, treasurer. Directors, C. C. Miles, C. H. Feltman, N. R. Moore, L. H. Murray, T. J. Pursley, A. G. Tyng, J. H. Ridge, H. H. Dewey, A. Woolner.



CENTRAL CITY ELEVATOR OF PEORIA





Committee on Arbitration: Geo. L. Bowman, J. M. Van Nuys, Jas. A. Speers.

Committee on Appeals: L. L. Gruss, F. L. Wood, E. R. Murphy.

Finance: C. C. Miles, N. R. Moore, H. H. Dewey. Inspection: T. A. Grier, L. H. Murray, C. H. Feltman, Louis Mueller, T. J. Pursley.

Transportation: W. T. Cornelison, N. R. Moore, J. H. Ridge, A. Woolner, C. H. Feltman, H. H. Dewey, A. G. Tyng, W. S. Miles, H. T. Boyd.

Rules and Regulations: J. H. Ridge, C. H. Feltman, H. T. Boyd.

Rooms and Furniture: C. H. Murray, A. G. Tyng, H. T. Boyd.

Telegraph and Printing: A. Woolner, Louis Mueller, L. H. Murray.

Statistics and Accounts: H. H. Dewey, T. J. Pursley, T. A. Grier.

Weights and Measures: C. H. Feltman, N. R. Moore, H. H. Dewey.

Market Reports: A. G. Tyng, J. H. Ridge, C. C. Miles.

Membership: N. R. Moore, T. A. Grier, Louis Mueller, A. G. Tyng, H. T. Boyd.

Regular Warehouse: T. J. Pursley, A. Woolner, L. H. Murray.

Registration: H. T. Boyd, T. A. Grier, C. C. Miles.

Call Board: Louis Mueller, C. C. Miles, A. Woolner, J. H. Ridge.

The list of officers is far from complete, however, without mention of Frank B. Tompkins, chief grain inspector. A market cannot have much confidence in itself nor inspire shippers with confidence unless it has an inspection service beyond reproach. Many markets swear by their inspectors, who are uniformly high class both as men and as officials, but the Peoria inspection department is a source of particular pride to the receivers there. Mr. Tompkins has been in the inspection service at Peoria for 23 years. During all that long period complaints have been so few as to be negligible, due largely to the personal oversight of the chief in every detail. The inspection laboratory is equipped with the latest and best devices, even to the new sample separator, which scientifically divides every sample taken from the cars into

four equal and uniform lots, insuring the fairest and best grading of the entire contents of the car.

The weighing and scale inspection departments have been consolidated and Clay Johnson is chief, with jurisdiction at Peoria and Pekin, Ill. "Peoria weights and inspection" is a contract guarantee of efficient service and is so recognized throughout the country.

President Jacobs has appointed a General Executive Committee to take care of the National Association meeting. A. G. Tyng is chairman and C. C. Miles and T. A. Grier the other members. A local Finance Committee has also been appointed: Peter Casey, Adolph Woolner, Louis Mueller and T. J. Pursley. Now, a finance committee usually has a pretty stiff job, but this one is an exception, for two reasons: First, because Peter Casey has a knack of making a man think he is having conferred upon him a personal privilege when allowed to contribute to the cause; and, second, because the Peoria dealers to a man are so enthusiastic over the meeting and so ready to do all they can to make it a success that they are more than willing to contribute their share. There are only 112 members of the Board of Trade, but they can be depended upon to put the thing through with their accustomed energy. There will be entertainment a-plenty, but the amount of business to be

transacted will not permit of any sacrifice of the regular sessions to the pursuit of pleasure. In the interims, however, Peoria hospitality and ingenuity will be so manifest that dull moments will be impossible.

## PEORIA ELEVATORS

THE storage capacity at Peoria in public elevators is 2,250,000 bushels, divided between the Burlington Elevator, with 1,000,000 bushels; the Iowa Elevator, with 1,000,000 bushels, and the Central City Elevator, with 250,000 bushels capacity. This, of course, does not include the many private and industrial storage plants.

### THE BURLINGTON ELEVATOR

The Burlington Elevator was built in 1897. It was designed by John S. Metcalf Company of Chicago and built by the Barnett & Record Company of Minneapolis. At the time it was built the elevator was the last word in design and equipment and with the storage annex, erected some years later, has been kept in the highest state of efficiency and ranks with the leaders of today.

The original workhouse and storage building, which replaced the burned structure on the same site, is 130 feet long and 87 feet 6 inches wide. The bins are 68 feet deep and are surmounted by a cupola running the entire length of the building

and five stories high. Along the west side of the elevator is a track shed over the two loading tracks. On top of this shed are located the dust collectors in a room nine feet wide, 87 feet long and 16 feet high. The outside walls of the house are covered with corrugated iron and the roof with gravel.

The elevator is equipped with six elevator legs, 18x7x7-inch cups, with an 84-inch head pulley; three legs are receivers and any one of the six may be used for shippers—three 30-inch belt conveyors are located in the basement for carrying grain from the elevators on one side to those on the other. There are two cleaning legs from the basement to the bins which take the grain from the cleaners and clippers. The car puller handles cars on the two inside tracks and also on the two loading tracks which are located west of the house.



BURLINGTON ELEVATOR WITH ITS STORAGE ANNEX, PEORIA





The cupola is equipped with Fairbanks Scales for each leg, head machinery, garners and bins. The line shaft is on the garner floor. Throughout the house is a complete equipment of dust collectors and floor sweepers.

The storage annex is a large structure connected with the working house by overhead and underground conveyors of large capacity.

The engine and boiler houses are built of brick, 46 feet 6 inches wide, 75 feet 6 inches wide and 21 feet high, the power being furnished by a Corliss engine and a battery of four boilers.

The Burlington Elevator Company of Peoria owns the Burlington Elevator, which is located on its own ground, with ample tracks connected with the C., B. & Q. It is prepared to handle all kinds of grain for the public in a careful and expeditious manner. It is one of the most rapid handling elevators in the country and does a very large business. Grain arriving in Peoria over any road may be switched to the elevator for transfer or storage. Cars can be loaded out of the elevator to be delivered to any road taking grain from Peoria.

#### THE IOWA ELEVATOR

An elevator, like a person, is only as old as it feels. Dr. Osler to the contrary notwithstanding, a man grows better the older he is as long as he continues to advance. When he begins to mark

time, then, and not until then, are his days of usefulness numbered. The elevator analogy carries right through, and the Iowa Elevator of Peoria is no exception.

This house was built in 1897, the first unit accommodating 500,000 bushels of grain. The importance of rapid handling was recognized by the designers and the house was planned with every device and construction detail that would make for speed in transferring the grain.

In 1901 an annex with the same capacity as the first house was added, bringing the total storage space to a little better than 1,000,000 bushels. At the same time the house was put in the front rank with complete and modern equipment. Everything which an efficient elevator can use to advantage was included: cleaners, clippers, purifiers, eight of the most improved Fairbank Hopper Scales with registering devices, and a Hess Drier of the latest pattern was completed last fall. It is in a separate building and can be operated in connection with the elevator or independently.

The elevator is of cribbed construction, iron-clad. The shipping facilities deserve mention, for it is located on the Peoria & Pekin Union Railroad, with track connection to all the railroads entering the city, and also to the traction lines, which handle considerable grain in and out of the city.

The power used is steam, the engine and boilers being in a separate building constructed of brick. The house is equipped with eight legs, and the loading spouts are so distributed that eight cars can be served at one time.

While speed has been a prime consideration, at no point is efficiency sacrificed, and the house today is the peer of any of like capacity.

#### CENTRAL CITY ELEVATOR

The third of Peoria's public elevators is the Central City, operated by the Central City Elevator Company, of which A. G. Tyng is president and D. D. Hall is secretary and treasurer. While not so large as the other two houses described, having only 250,000 bushels capacity, the Central City is fully their equal in modern equipment and service. There are three switching deliveries to and from all railroads and the serving capacity is 50 cars per day.

The house is equipped with cleaners, clippers, six hopper scales and the latest loading devices.

The charges are alike in all the elevators:

For transferring bulk corn and oats, for all grades except unmerchantable, from car to car, including 15 days' storage,  $\frac{3}{8}$  cent per bushel, and rye, barley and wheat,  $\frac{1}{2}$  cent per bushel, and  $\frac{1}{4}$  cent per bushel for every fifteen days or fractional part thereof that the grain remains in store after that time.

For transferring all sack grain from car to car, or wagon, 5 cents per sack.

For separating two kinds of grain, or screening grain, 1 cent per bushel.

For fanning corn, oats and rye,  $\frac{1}{4}$  cent per bushel; wheat and barley,  $\frac{1}{2}$  cent per bushel.

For shelling corn, 1 cent per bushel in addition to the regular transfer charges.

#### THE LEADERS IN THE PEORIA GRAIN TRADE

IN every grain market there is a group of men who set the pace. This is an axiom long established and by no means original with this journal, which has, however, pointed out the fact more than once. It is moreover not entirely confined to the grain trade, although the natural grain leaders probably stand out more prominently than those in other lines of business. To these men come the others for advice and counsel, their judgment carries the sentiment



A VIEW IN BRADLEY PARK, PEORIA





of the market and their leadership brings to successful conclusion the progressive measures which make for broader and better conditions in the trade. Peoria is no exception to this rule. There is a well-defined group of grain firms which represents this unofficial but certain leadership.

#### TYNG, HALL & CO.

FOR 33 years Tyng, Hall & Co. have been among the first to be considered on the Peoria Board of Trade. A. G. Tyng and D. D. Hall were both in the grain trade at Peoria and members of the Board for years before they joined forces in the firm which bears their names and which was established in 1882. Few men in the trade are better or more favorably known, and their grain receiving and shipping records each day bear names which have been on their ledgers for many years.

Mr. Tyng is a firm believer in organization. He has worked unceasingly for the Board of Trade which he has served as director for three years and as president, and was a charter member of the Illinois Grain Dealers' Association and of the National Association. Of the former he was a director for six years, and of the National Association he has been president and for a number of years was a member of the Transportation Committee. Mr. Tyng has also been a delegate to the Council of Grain Exchanges. In all of these organizations Mr. Tyng is a power, and his unfailing courtesy, strict attention to business and high sense of business ethics have made for him many warm friends and admirers.

The firm makes a specialty of corn and oats. They operate the Central Elevator, Mr. Tyng being president and Mr. Hall secretary and treasurer of the Central Elevator Company.

#### BUCKLEY, PURSLEY & CO.

WHEN Thomas J. Pursley came to Peoria in 1873 the country was still aching from the wounds left by the Civil War. He had served through three years of the struggle and knew all of its horrors. Perhaps he felt that the grain trade was as great a contrast as he could find, but, whatever his original purpose, Wisdom guided his course and Success smiled.

For 12 years Mr. Pursley was connected with various firms on the Peoria Board of Trade, spending most of

his time on the road. In 1885, however, he joined with W. R. Buckley in organizing the firm of Buckley, Pursley & Co. Mr. Buckley had been for some years a prominent figure in the market and in 1901 he was elected president of the Board. He was active in the affairs of the firm up to the time of his death. At that time the personnel of the firm was changed, although the name remained the same. C. W. Buckley of Buckley & Co., Chicago, inherited his brother's interest in the business and still retains it, leaving the actual management to Mr. Pursley. That veteran is one of the best known figures on the trading floor, and was president of the Board of Trade in 1911.

The firm does a receiving and shipping business in all grains and operates 10 country elevators in Illinois. Mr. Pursley is a member of the National and the Illinois Grain Dealers' Associations, has been a director for years of the Board of Trade and at the present time is a member of four important committees, besides serving on the special Finance Committee which will take care of the convention expense.

#### P. B. & C. C. MILES

RESPONSIBLE, competent, hard working—this is the whole secret of the 40 successful years which the firm of P. B. & C. C. Miles has pursued on the Board of Trade. In any line of en-

deavor a perfect union of these three factors is necessary; no two are complete without the other one, and that the Miles brothers have held the trilogy steadfast through the years is amply measured by the height they have reached in the grain trade of the country. Financial success they have enjoyed in generous measure, but this is not the treasure that they regard most highly. The confidence and esteem, the personal friendship and the utter trust in which they are held by every customer are worth much more than the profits of the transaction.

P. B. and C. C. Miles were introduced to the grain business at an early age in their father's elevator and mill at Washington, Ill. They both served for a time as telegraph operators on the Toledo, Peoria & Western Railway. In 1870 Philo came to Peoria with C. F. Moore, a leading grain merchant on the market at that time. Two years later C. C. also joined the forces of the company, and the two brothers steadily made their way in the trade until, in 1875, they succeeded C. F. Moore and Kingsland & Co., and from that time the firm of P. B. & C. C. Miles has spread in good repute and power.

P. B. Miles was president of the Peoria Board of Trade in 1883 and in 1889 C. C. Miles held that honor, and in addition has held important commit-



FOOTPATH TO THE ISLAND OF ROSES, GLEN OAK PARK, PEORIA





**GUY F. LUKE**  
LAMSON BROS. & CO.

**A.D. CAMPBELL**  
A.D. CAMPBELL HAY CO.

**P. B. MILES**  
P.B. & C.C. MILES

**JOHN R. LOFGREN**  
SECRETARY

**F. L. WOOD**  
With C.H. FELTMAN

tee assignments of the Grain Dealers' National Association, and two years ago was elected treasurer of the Illinois Grain Dealers' Association, which position he still occupies.

In 1885 J. C. Miles, a brother, joined the forces of the firm, which were further augmented in 1899 when W. S. Miles, son of Philo, came, and in 1902 by Grant M., son of C. C. Miles. There are more Miles on the Peoria Board of Trade than in the Russian retreat.

The firm handles grain on commission, and the motto is the simple phrase: "Just the best sort of service every way—that's all."

#### T. A. GRIER & CO.

**I**N the year 1851 a certain canal boat landed at Peoria. In those days this was a more common occurrence than it is today, but this particular boat was destined to bear a considerable part in the future history of the city, for it had on board the Grier family. There were three boys in the family, D. P., R. C. and little Thomas A., one year old.

The boys grew up in the thriving river town. They watched the boat loads of grain at the wharves and the cars of corn and oats in the railroad yards, and when they were still young the ambition was born to bear their part in the great traffic in cereals which they had grown to know and love. In 1867 the two older boys established the firm of Grier & Co. It was successful from the start and the position of the firm on the market was soon recognized, R. C. Grier being the third president of the Board of Trade and D. P. Grier the sixth, both having been charter members.

When T. A. Grier joined the firm his forcefulness and energy were immediately felt, and in 1886 the firm of T. A. Grier & Co. succeeded the older firm. Shortly afterward he organized the Burlington Elevator Company, Mr. Grier being president and W. T. Cornelison secretary and manager. Mr. Cornelison became a member of T. A. Grier & Co. five years ago.

Both men have served as president of the Board of Trade and Mr. Grier has been a director for years. Mr. Cornelison has done important committee work for the Grain Dealers' National Association, having spent much time in Washington in the interest of that organization. They have both been active also in the

affairs of the Illinois Grain Dealers' Association.

The firm does a receiving and shipping business, making corn and oats a specialty. Their trade affiliations are very wide, for Mr. Grier is a world traveler and has a large personal acquaintance among many grain dealers both at home and in foreign countries. The character of the men and their high business ideals have in every case cemented business acquaintance into firm friendship.

#### S. C. BARTLETT COMPANY

**B**ARTLETT is a name to conjure with in the grain trade. For nearly half a century it has stood for large transactions, liberal and most careful service, and attention to detail. In 1869 the firm of S. C. Bartlett & Co. was started at Peoria by S. C. and W. H. Bartlett. The latter transferred his personal activity to the Chicago market where his firm of Bartlett Frazier Company has become known throughout the civilized world. He is still on the directorate of the company, al-

though the active management is in the hands of President J. H. Ridge who has been with Mr. Bartlett for 29 years, 14 of which have been spent in Peoria.

Mr. Bartlett is one of the largest landowners in the country, having a 400,000 acre ranch near Vermejo, N. Mex. Were this great estate more accessible it would be one of the show places of the country for it has been developed into a wonderland of beauty and efficiency under the superintendence of Mr. Bartlett's younger son. The older son, N. W. Bartlett, is vice-president of the S. C. Bartlett Company, which took its present title in 1908 when it was incorporated. Following the death of S. C. Bartlett the old company was run by the estate until it became a corporation.

J. H. Ridge has a wide experience in the grain trade. He started 29 years ago with the Lafayette-Bartlett-Knight Company, spending 15 years between the Chicago and Omaha markets. In 1901 he came to Peoria to take charge of the office there and was made president of the company when it was incorporated. He has served as president of the Board of Trade and as a director, and is a member of the Chicago Board of Trade and of the National and Illinois Grain Dealers' Association.

John Dalton, secretary and treasurer of the company, has been with the firm for 43 years.

#### W. W. DEWEY & SONS

**T**HE Dewey name is a familiar one among Vermont homesteads. Admiral Dewey came from there, and so also did W. W. Dewey who established the grain firm which bears his name. As a matter of fact the Admiral and W. W. are cousins of the Vermont kind, that is, their grandfathers' fathers were brothers—or something like that. You can work out the relationship for yourself.

W. W. Dewey came to Illinois with his mother in 1863. They settled in Sheffield and for years ran a grain and merchandise business. It was not until 1880, however, that he started shipping grain on his own account. In that year he opened a house at Mineral, Ill., and ten years later began adding others; at Henry (which is now run by C. B. Dewey), at Chillicothe, Sparland, and Campgrove.

In 1908 the firm of W. W. Dewey & Sons was organized to take care of the receiving end of

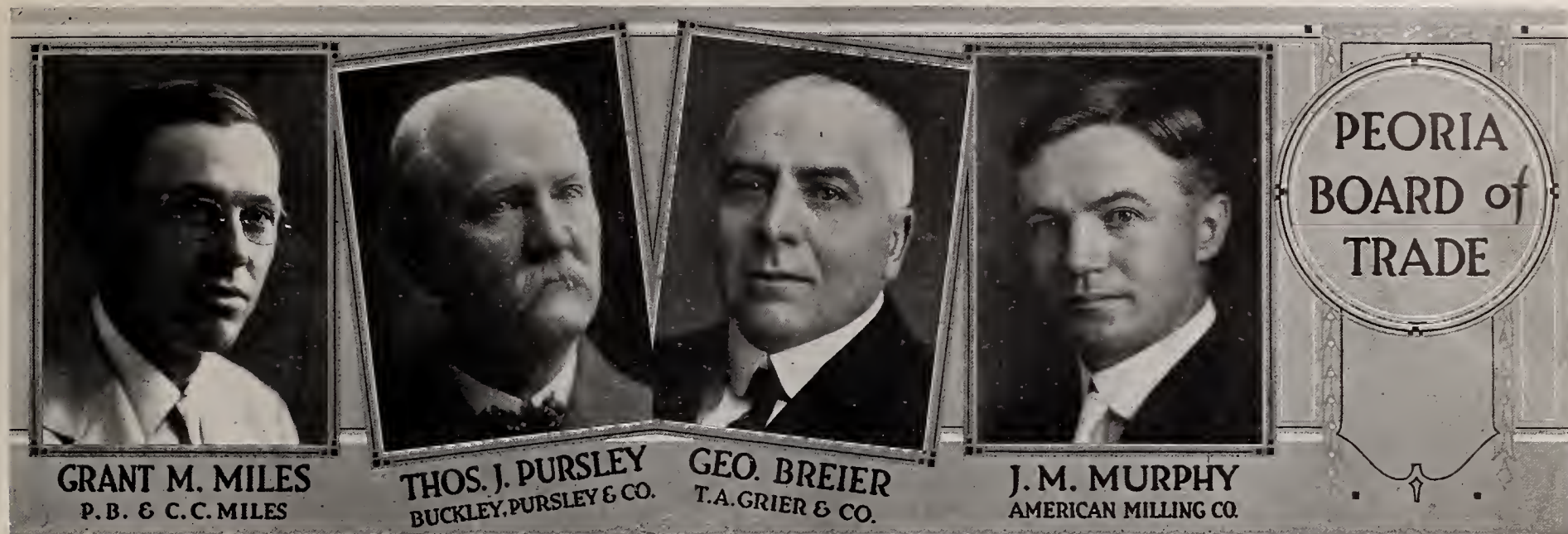


ALONG THE RIVER FRONT IN PEORIA



IN THE RESIDENCE DISTRICT—THE UPLANDS





the business, but is really the same firm as was started at Mineral 35 years ago. At first only one son, H. H. Dewey, was with the father, but two years ago W. H. Dewey finished his school career and entered the office of the firm to help out the other members of the family.

W. W. Dewey has been active on the Board during his comparatively short residence in Peoria. He has served as vice-president, and H. H. Dewey is at present a director and member of four committees. The firm does a general receiving and shipping business, corn and oats forming the chief part of their business.

#### RUMSEY, MOORE & CO.

**T**HE firm of Rumsey, Moore & Co. is a result of the consolidation of several extensive interests, the combination of which make a particularly strong organization. In October, 1908, Rumsey & Co., took over the interests of the Mosiman Grain Company and combined with N. R. Moore & Co. who operated an extensive line of elevators on the Santa Fe west of Galesburg. Of the new firm, W. H. Perrine is president, H. A. Rumsey, vice-president, and N. R. Moore, secretary and treasurer.

The firm specializes in the exporting of wheat, and it is generally conceded that they do a larger business in this line than any other firm on the Peoria market. They are also large shippers of corn and oats, particularly to the Eastern markets, where their brokerage connections are very extensive.

Mr. Moore has been the active figure in the firm on the Peoria Board. He served as president in 1914 and is at present a director. He was much interested in securing the convention for Peoria and he will keep open house for all visitors during the meeting. He is a member of both the National and the Illinois Grain Dealers' Associations and is a strong advocate of organization work.

#### MUELLER GRAIN COMPANY.

**L**OUIS Mueller and L. L. Gruss, partners in the Mueller Grain Company, are native sons. They have seen Peoria rise from a small river point to a great railroad center, from a somewhat crude overgrown country town to a metropolis. Through all the changes they have kept step with progress and have been with the leaders in every movement. Their

interests and activities have always centered in the Board of Trade of which they have been members for 29 years. The grain business was their first love and to it they have given a lifetime of devoted service which has been returned to them in generous measure.

Their trade affiliations are wide spread. In the Eastern and Southern markets the firm is well and favorably known. Most of their selling operations have been directed to these markets for years and they have many warm friends among the large operators there. Their consignments, of which they make a specialty, come largely from Illinois and Iowa points, and they buy extensively at the Western terminal markets.

The firm believes in association work, not only for the opportunity it affords for extending their acquaintance among the shippers, but also because they know by years of observation that the weight and influence of a large number of men working

together for a single purpose is much more effective than the individual strivings toward the same end.

Mr. Mueller is vice-president of the Board of Trade and has held a directorship for years, and at the present time is serving on four committees. Mr. Gruss is a member of the important Committee on Appeals which is the final judicial body in the market.

#### GEO. L. BOWMAN & CO.

**W**HEN George L. Bowman decided to go into the grain business, and he was pretty young at the time, he adopted the wisest possible course and by following it has learned every side of the business and a few other things besides.

Mr. Bowman was born just 23 miles from Peoria. The days of bicycle popularity came along just as he was ready to make the most of the sport, and there was little of the country around that territory with which he did not become thoroughly familiar. When he started to work for the Rumsey-Lightner Company of Chicago, he stuck to his wheel and solicited grain in the Peoria district with marked success.

After a term of service at this work he came to Peoria and worked in a railroad office for the specific purpose of familiarizing himself with grain rates and bookkeeping. With this knowledge added to his equipment he again went on the road working for Hancock & Co., the Warren Commission Company, ment he again went on the road, Fraser & Co., of Chicago.

Ten years ago he bought an elevator at De Kalb, Ill., and operated it for six years. Then he came to Peoria and entered on his short as yet, but successful career as a receiver. With his thorough training and his wide acquaintance among shippers it is little wonder that he has been successful and has already built up an extensive business. He is a member of the Illinois Grain Dealers' Association, and few men in that organization are better known.

#### PETERS & CO.

**T**HERE are many ways that lead to terminal market prominence. One of the most common is for a man to gain his experience by working for an established firm before starting out for himself. Other men start as grain ship-



THE COURT HOUSE LAWN, SOLDIERS' MONUMENT AND MAIN STREET



A STRETCH ON THE GRAND VIEW DRIVE





BEAUTIFUL OLD RESIDENCES ON MOSS AVENUE

pers, ending at last as receivers. But it is rather unusual for a man in the grocery business to take on a side line of feed, then to give up groceries and devote all his time to the retailing of hay and feed, finally building not only a warehouse for the receiving of hay and grain but a mill for the manufacture of the feed that he formerly sold by the bag.

This is the history of B. H. Peters of the firm of Peters & Co., the years 1906 and 1912 marking the important stages in his progress. Theodore Peters, brother of B. H., is the other member of the firm.

Although only three years old as receivers and shippers of grain and hay and manufacturers of feed, the energy and ability they have put into the

ern mills—at Peoria, Ill., at Owensboro, Ky., and at Superior, Wis. This distribution of manufacturing facilities in the grain producing sections economizes the cost of raw materials and also the distribution of the product. It enables the company to secure the best quality of grain, etc., at the lowest cost of transportation—an important factor.

business has already secured them a wide market with every prospect of development. The warehouse and feed plant are both up-to-date, take care of their present requirements and assure the best of service and values.

## THE AMERICAN MILLING COMPANY

THE American Milling Company is one of the great manufacturing concerns of the country engaged in the manufacture of mixed feeds for farm animals. It was established some twelve or thirteen years ago and was the first to put out the molasses and grain-products feeds which have since become very popular among feeders under the names of "Sucrene Dairy Feed," "Tip Top Sugared Feed," "Sucrene Calf Meal," "Sucrene Hog Meal," "Sucrene Alfalfa Horse Feed," "Sucrene Poultry Feeds" and "Amco Fat Maker" for steers.

The American Milling Company now operates three big, thoroughly mod-



LOOKING DOWN JEFFERSON AVENUE, PEORIA



The combined capacity of the company's three mills is over 1,000 tons per day. The company has also its own line of 51 tank cars to transport the pure cane molasses from the sugar plantations of the south to its various mills, for use in connection with its various products.

One of the distinctive characteristics of the American Milling Company is that it is devoted entirely and exclusively to the manufacture of feeds for farm animals—it makes no other feeds or foods. Another distinction is found in the methods of manufacture—particularly in the manner of mixing the molasses with the grain or grain-products. It produces a feed that is not sticky and will not cake easily; also that will not sour or grow musty in hot weather. This quality makes the American

the high position the office holds in Peoria grain affairs, and his many friends are unstinting in their praise of his courtesy and service.

## WARREN COMMISSION COMPANY

**W**HEN the nation was celebrating the centennial of freedom in 1876 Benjamin Warren, Jr., held a little celebration of his own by establishing the Warren Commission Company. Sixty-one years from now the nation and the company can again celebrate together for there is every prospect that the firm will continue to enjoy prosperity and growth as in the past.

In 1906 the firm was incorporated with Ben E. Miles as president and L. H. Murray as secretary and treasurer. Mr. Miles was for years connected with the firm of P. B. & C. C. Miles. Like the

good volume of futures and stocks. Mr. Luke has had a wide experience with several different firms and that experience is now bearing fruit in the successful conduct of a large and constantly growing branch.

## A. D. CAMPBELL HAY COMPANY

**T**HE Peoria hay trade runs into considerable figures during the course of a year. While it has never encroached on the reputation as a hay market of Kansas City, St. Louis or Chicago, the 1914 receipts were well over 43,000 tons. The leading purveyor of this commodity in the market is the A. D. Campbell Hay Company, which was organized in 1870 and has been conducted with increasing success ever since.

Mr. Campbell is one of the best known figures on



WHERE THE GRAIN DEALERS' NATIONAL ASSOCIATION HAS HELD ITS CONVENTIONS

Milling Company's molasses-grain feeds easy to handle and feed, and all-year round sellers.

## JAS. E. BENNETT & CO.

**C**ASH grain recently has made the rough riders of 101 Ranch look like pikers on a merry-go-round. Jas. E. Bennett & Co. specialize in cash grain and like everyone else in that branch of the business have been enjoying considerable nervous tension. The Peoria branch of the house follows the same policy as the main office at Chicago, and besides the cash grain handle futures and stocks.

Homer M. Barlow is the Peoria manager for the firm. He has had a wide experience in lines which are of peculiar value to a grain receiver. He was born and raised near Peoria, so that he is fully conversant with local conditions and has an extensive acquaintance in that territory. For five years he worked in the Board of Trade office of the Western Union and then for four years was manager of the Peoria office of the Postal Telegraph Company. Leaving that position he was for five more years train despatcher for the Toledo, Peoria & Western Railroad. His years of training promoted quick and accurate judgment and attention to details, both of which are so necessary in the successful conduct of a grain business. That he made good use of his opportunities is shown by

other two brothers he has been in the grain business all his life and when the opportunity came to head the Warren Commission Company, he was fully equipped, with experience and native ability, to seize it. He has always been a force on the Board of Trade, presiding over that body in 1910.

Mr. Murray is also a grain man of wide experience and is at present a director of the Board of Trade. The firm does a general receiving and shipping business, handling all kinds of grain.

## LAMSON BROS. & CO.

**T**HROUGHOUT the country the firm of Lamson Bros. & Co., is given consideration among the very leaders in the trade. For 41 years the firm has been established in Chicago with offices on the first floor of the Board of Trade, and it would be difficult to pick out any firm that is held in higher esteem. The destinies of the company are controlled by W. A. Lamson, L. F. Gates and H. H. Lobdell and they are all among the leaders and are all quoted extensively on market and general conditions in the trade.

The Peoria office for the past 2½ years has been under the able management of Guy F. Luke, whose energy and force have given the office there the prominence that the reputation of the firm warrants. They do a general receiving business, working a large amount of cash grain and also handling a

the Peoria Board of Trade, and is always the center of a group at the meetings of the National Hay Association, for he enjoys a considerable reputation as a story teller and is always entertaining.

The business is not restricted to the wholesale handling of hay, however. The retail business in hay, grain and feed form a large part of the business of the firm, for the retail market in the Peoria district demands a large volume of supplies for its horses, cattle and hogs.

## CARHART-CODE-HARWOOD COMPANY

**T**HE old established Chicago firm of the Carhart-Code-Harwood Company has only been in the Peoria market for four years, but already it has established itself on a firm foundation under the able management of Arley W. Harwood, Jr., who was cashier of the Chicago office for 3½ years before coming to Peoria. The firm does a receiving and shipping business in wheat, corn and oats, with corn the specialty.

The firm was organized 25 years ago by G. T. Carhart, who is now president of the present organization. L. S. Hoyt is vice-president, A. W. Harwood secretary and treasurer, and L. S. Code the other member of the company.

Mr. Harwood has made many warm friends and business acquaintances in Peoria and is a man in whom the utmost confidence and trust may be



imposed. Mr. Carhart is a director of the Chicago Board of Trade and one of the best known traders in that market.

## THE CONVENTION

**T**HE annual convention of the National Grain Dealers' Association can safely be said to be the most important trade meeting held in this country. World interests of the greatest import are discussed by the men who know most about them, the particular trade problems which are of interest to every dealer, great or small, receive the most searching inquiry, and the relation of legislative affairs to the future of the grain trade is intelligently considered.

So wide is the scope, so thorough in detail, and withal so interesting from other standpoints are these meetings that it is difficult to see how any shipper or receiver can afford not to be represented. This is generally true of all the meetings of the Association, as borne out by past history, but the Peoria meeting which will be held October 11, 12 and 13 promises to transcend in importance any that has gone before.

The preparation at Peoria for the reception of its visitors at this time has been on a large scale. The Jefferson Hotel, convention headquarters, is one of the most pleasant places to which delegates have ever been assigned. It is a first class house in every respect and has accommodations of the best kind for a large part of the visitors. But even its large capacity will be strained and it behooves everyone who intends attending to make reservation at once. There are 255 rooms in the Jefferson and every room has a bath. The rates are from \$1.50 to \$2.50 per day, European.

The overflow will be well provided for at Peoria's other good hotels. The Majestic Hotel has 75 rooms and the rates are \$1 and up; the Mayer Hotel has 175 rooms, \$1 and up; Regis Hotel, 87 rooms, 75 cents and up; Niagara Hotel, 100 rooms, \$1 and up; Fey Hotel, 105 rooms, \$1 and up; Lud Hotel, 47 rooms at \$1. There will be accommodations for all and rates to suit every purse.

## THE SPEAKERS

Among the speakers will be many of national prominence and it can be safely promised that the messages they will have will be of the greatest importance. Senator Lawrence Y. Sherman of Illinois, who has recently come into prominence among the favorite sons of the Prairie State for the Republican Presidential nomination will speak on "The Limit of Regulation by Government." Grain dealers have almost come to believe that there is no limit, so that this address will be of particular interest and timeliness.

Congressman Ralph W. Moss, of Indiana, author of the Grain Grades Act, will discuss his bill and its importance to the grain trade. The bill was passed by the house and only failed of passage in the Senate because of the crowded conditions of the calendar, and as there is every prospect of its early passage at the next session of congress, his presentation will afford an exceptional opportunity for the trade to learn at first hand just what the Government proposes to do in the matter of supervision of inspection.

Dr. J. W. T. Duvel will tell of the progress his Bureau of Grain Standardization has made in the standardization of wheat and oats. Perhaps he will also discuss the effect of such years as this has been on the stability of the standards proposed. At any rate the address is bound to be interesting for Dr. Duvel has a knack of commanding the close attention of every hearer by a simple, informal manner of speaking which is distinctly his own

and very pleasing. He is held in high esteem by the grain trade generally and aside from the fact of his official position making his utterances of value, the grain men are always glad to listen to him.

Professor C. I. Christie, of Purdue University, is another speaker who can easily qualify in the "National" class, both on account of the nature and importance of his work, and because of his ability as a speaker. He will have "Corn" as the subject of his address, and will treat it with authority.

Professor George Livingston of Washington, D. C., specialist in the office of Markets and Rural Organization, will speak on "Problems in Grain Marketing." He will undoubtedly voice the attitude of his Bureau toward the grain trade and his utterance will be of the greatest interest and importance to every dealer.

D. F. Piazzek, of Kansas City, is another speaker who can qualify, and President Lee G. Metcalf's

Address, "The Government Grades for Wheat and Oats," Dr. J. W. T. Duvel, in charge of Grain Standardization, U. S. Department of Agriculture, Washington, D. C. (Followed by discussion.)

TUESDAY, OCTOBER 12

Morning Session, 9:30 o'clock

Address, "The Grain Grades Act," Hon. Ralph W. Moss, Congressman from Indiana.

Arbitration—E. M. Combs, Chairman, Chicago, Ill. Telephone & Telegraph Service—Fred Mayer, Chairman, Toledo, Ohio.

Membership—W. L. Lyle, Chairman, Huntsville, Alabama.

TUESDAY, OCTOBER 12

Afternoon Session, 2 o'clock

Address, "The Limit of Business Regulation by the Government," Hon. Lawrence Y. Sherman, United States Senator from Illinois.

Trade Rules—J. W. Radford, Chairman, Chicago, Illinois.

Transportation—Henry L. Goemann, Chairman, Mansfield, Ohio.

Address, "Corn," Prof. C. I. Christie, Department of Agricultural Extension, Purdue University, Lafayette, Ind.

WEDNESDAY, OCTOBER 13

Morning Session, 9 o'clock.

Address, "Problems in Grain Marketing," Prof. George Livingston, Assistant Marketing Specialist, office of Markets and Rural Organization, United States Department of Agriculture, Washington, D. C.

Crop Reports, Kenton D. Keilholtz, Chairman, Toledo, Ohio.

Uniform Grades, Bert A. Boyd, Chairman, Indianapolis, Ind.

Hay and Grain Joint Committee—W. R. Cutler, Chairman, Adrian, Mich.

Illustrated Lecture, "The Argentine Republic, Its Grain Grades, Its Exports and Its Agricultural Possibilities," Laurel Duvel, United States Department of Agriculture, Washington, D. C.

WEDNESDAY, OCTOBER 13

Afternoon Session, 2 o'clock.

Natural Shrinkage, H. C. Jones, Chairman, Baltimore, Md.

Demurrage, W. M. Richardson, Chairman, Philadelphia, Pa.

Unfinished Business.

Election and Installation of Officers.

New Business.

Adjournment.

The convention hall in the Jefferson Hotel is of large size, but indications of a record breaking attendance are becoming so near certain-

ties that the committee in charge are taking no chances and are making arrangements to hold the day sessions of the convention in the opera house.

For Tuesday evening, October 12, the Shrine Temple has been engaged for one of the most elaborate entertainments ever provided for a grain convention. The temple has one of the most beautiful auditoriums in the United States and this affair will be a rare treat.

## THE LADIES' AUXILIARY

The distinctly social features of the convention will be in the hands of the Ladies' Auxiliary, the organization of wives of members which has played a conspicuous part in the entertainment in years past. Under the efficient leadership of Mrs. Bert Boyd, of Indianapolis, who was elected president of the organization at Kansas City, the Auxiliary will certainly be a factor at all times that the meetings are not in session.

A special committee has been appointed for the entertainment of the ladies and their time will be well and pleasantly occupied. Each year the attendance of the better halves is increasing and it is hoped that this year the record of the past in this respect will be outdone.



THE JEFFERSON HOTEL—HEADQUARTERS OF THE CONVENTION

address is very apt to be epoch making, for few men in national life have a firmer grasp of the essentials of conditions in the grain trade.

## THE PROGRAM

MONDAY, OCTOBER 11

Morning Session, 9:30 o'clock

Call to order by the President.

Invocation—Rev. Arthur W. Little, Peoria, Ill.

Address of Welcome on behalf of the Peoria Board of Trade—P. B. Mues, Peoria.

Address of Welcome on behalf of the city of Peoria—Mayor E. N. Woodruff.

Response on behalf of the grain trade—D. F. Piazzek, President of the Kansas City Board of Trade, at Kansas City, Mo.

President's Annual Address—Lee G. Metcalf, Illinois.

Secretary-Treasurer's Report—Charles Quinn, Toledo, Ohio.

MONDAY, OCTOBER 11

Afternoon Session, 2 o'clock

Executive Committee—J. W. McCord, Chairman, Columbus, Ohio.

Legislative—A. E. Reynolds, Chairman, Crawfordsville, Indiana.



## The Wherefore of the Hire and Fire

The Irresponsibility of Hired Help—Judgment Required in Measuring the Amount of Bone in the Average Head—Loyalty the Remedy

By KENNETH C. CARDWELL

THESE is a well-approved saying, the pregnant effect whereof is that if you want a thing well done, the proper course is to do it yourself; and a million business men can swear, with their right hands held to Heaven, that there is more truth in this than in a score of other proverbs. Among these, if you look carefully, you may find an occasional grain man, who has learned from bitter experience that nobody takes just the same interest in his business that he himself does.

This painful fact, in which lies the chief application of the aforesaid saying to the experience of the business man, is a source of continual exasperation to the employer; but it should occasion no astonishment, inasmuch as there lies at its root the fundamental and inescapable selfishness of the average human animal. And, in the absence of any really effectual means of getting away from it, the grain man has the alternative of taking the ancient saw quoted literally, and doing everything about the plant himself, or of accepting philosophically what the Fates send him in the shape of assistants.

There is still another course which is not infrequently pursued in this connection, however, which may justly be the subject of a random remark or two. It is that of the happy handler of grain, hay, feed and drain pipe who, conscious of his own rectitude and hard-working anxiety to make his business act as a good business should, innocently overlooks the fact that much of its work is necessarily intrusted to third parties, who may not be actuated by similar motives; in other words, that it is worth while now and then to cast a watchful eye over the people who help him keep things running.

Now, this does not mean that everybody employed around the plant should be an object of constant suspicion. There is, it is true, an occasional black sheep who is caught in the felonious act of helping himself to a peck or so of chicken-feed, or of a bundle of hay for the brindled cow; but these are glaring exceptions. The point here is not that the average employe would do anything like this, but that it is the nature of hired help to overlook things which should not be overlooked. The remedy is that suggested—for the man at the head of things to devote some of his energy to making these little oversights difficult, by various means.

There was an able and active grain and hay man, for instance, in the outskirts of a busy city, who thought himself fortunate when he secured for his office the services of a fair young thing to take care of the files and the 'phone, and to make herself generally useful. She was undoubtedly easy to look at, and she had a pleasing voice, as well as, apparently, a fair knowledge of ordinary business methods. She took the place of a stern and efficient damsel, who had gone elsewhere, and who, as her employer had frequently declared, was a better grain man than he was himself. His mistake with the new girl lay in overlooking the fact that she had not yet evolved into a grain man. He was apprised of this by a raving customer a few days after her assumption of duties in the little office in the corner of the plant.

"Say, Hennery!" exploded this customer, a big grocer, bouncing into the office and fixing the grain man with his angry eye, "what the Sam Hill do you mean by sending me a couple of tons of wet, weedy, worthless truck and billing me for No. 1 alfalfa? Strikes me you've been selling me hay and feed long enough to know what I want for my horses. You send for that truck and take it out of my barn, or—"

Hennery would not let him finish the horrible threat—it sounded, the way it started, too much as if it might involve the possibility of a loss of

business. He interrupted, hastily yet tenderly.

"Why, Mr. Hinklebein!" he ejaculated. "Do you mean to say some of these fatheads of mine have made some fool mistake in your order? By gum, I'll fire somebody for this! I'm not going to have my best customers inconvenienced by some boob who ought to be in the Institute for the Feeble-minded. Lemme find out who did that, and I'll show him!"

In fact, he went Mr. Hinklebein several better. He warmed up as he proceeded, informing the world at large that he appreciated good business, and did right by his customers, and he wanted everybody who worked for him to know it. Mr. Hinklebein began to feel downright sorry for the poor fellow who was to bear the brunt of Hennery's raving displeasure; and he departed, completely mollified at the stir he had caused, and with the warm assurance that one of the company's wagons would call at once for the very second-class No. 2 stuff that had been sent him, and that he would promptly receive the high-grade hay he had ordered. And it was even so.

Hennery—he spelt it with only one "n," but he was generally called with two—sat down, mopped his brow, and grinned kindly at his fair office assistant.

"Did I scare you?" he asked, sympathetically, for she looked a little perturbed. "You'll have to get used to that sort of thing, Miss Gertrude—it has to happen every few days. You ought to be glad that fat guy didn't catch you in here alone and bawl you out, instead of me. But, now that it's over, what I want to know is how the rumpty-tump that fool mistake happened. Mike!" he yelled, out the office door, invoking the vasty deeps of the big warehouse. "Oh, Mike!"

Mike presently made himself known, in a muffled voice, from somewhere in the rear; and after a due season of delay, which he explained by referring to that blasted lot of Manna feed, he presented himself in the office. Mike was the second-in-command around the place, taking precedence over a husky or two who helped handle stuff and load, and a pair of drivers who also made themselves generally useful. Hence, he was a man of importance. He eyed his employer stoically, and took a fresh chew.

"Mike," began Hennery, sternly, "how did it happen that Hinklebein's last order for hay got all balled up the way it did? He came in here raising the roof awhile ago, and said he'd got some mouldy, weedy truck instead of our best alfalfa, such as he always orders. There isn't any way to explain things of that sort, Mike; it's pure carelessness, and I hate to see it happen. Dad blame it, can't I leave this place on business for an hour without coming back and finding everything snarled up in a knot?"

He spoke with heat, feeling that Miss Gertrude should see how he enforced his authority. But Mike, demonstrating 100 per cent marksmanship with reference to the sawdust box around the rusty stove, remained stoical; he was the picture of indifference.

"I thought it was funny, myself," he vouchsafed. "But Miss Gertrude handed me the order—you can find the duplicate there, I suppose, and the driver's copy on file. I just reckoned Hinklebein had decided to economize some, so I let it go."

Miss Gertrude and Hennery looked at each other—the one fearful, almost tearful, the other inquiring, with a touch of regretful reproach in his glance. Then he strode over to the hook on which the drivers' receipts, showing delivery, were hung, and ran through it until he found the Hinklebein slip. It showed the delivery of two tons of No. 2 prairie hay, in bales, to the Hinklebein Fancy

Grocery Company, over the signature of one P. Willenberger. The duplicate in the bound record of orders showed the same; and Hennery scratched his head. Mike, again using the sawdust box, helped him out.

"There was a couple of tons of No. 1 alfalfa went to Pete Gallagher the same day," he volunteered, tentatively.

So there were—the slip, in fact, was right next to the other. Hennery looked at the record, and then he looked at the golden-haired Miss Gertrude, cold accusation in his eyes.

"Did you take those orders?" he inquired. "And, if you did, do you think it is possible that you switched them?"

Miss Gertrude, falteringly, recalled taking them over the telephone, at almost the same time. She explained, with the obvious hope of palliating her evident offense, that she had neglected to use the order book in taking the orders, and here merely scribbled memoranda on a bit of paper, in shorthand; and her shorthand, she confessed, had a tendency to take on strange aspects, even to the eyes of its writer, after it got "cold."

"Well—" began Hennery, cholericly. Then he stopped; he saw that it was of no use to do it that way. He took a pair of turns up and down the office, kicked the waste-basket across the room, stretched out his arms to Heaven, and then began over.

He pointed out to Miss Gertrude that he had worked out his little plan for recording all orders, as soon as received, in order to prevent just such confusion as had occurred in this instance, and that she, having been apprised, was powerfully culpable in taking even one, much less two, orders, on a bit of paper, in dubious shorthand. He suggested, further, with bitterness, that Pete Gallagher, a notorious C. O. D. customer, known as such to Mike—here he cast a cutting glance at that individual—was probably laughing himself to death at getting No. 1, inspected, hand-picked alfalfa for the price of the miserable stuff he fed his horses as a rule, and that there was not the slightest chance of recovering the difference from him.

Turning to Mike, he informed that calloused individual that he hired him to oversee the plant; that he should have known, at once, just the nature of the mistake, and corrected it, out of his knowledge of the usual requirements of the two customers, thus saving the trouble; and that the strictly proper thing for him, Hennery, to do, would be to charge the expense of the whole thing up to him, Mike. Mike, at this, shifted and took another chew, preparatory to making a defense. But Hennery continued to his peroration.

"The trouble with both of you—although I'm blaming you, Mike, the most," he qualified loyally, "is that you don't think. You don't use your heads. You're both supposed to be high-grade employes, able to use discretion and to be trusted with the care of details involving the use of your own judgment; and here is an instance where both of you fell down badly—Mike especially—purely because of failure to follow, on the one hand, a simple office system, and, on the other, plain common sense."

And—leaving Hennery and Mike and Miss Gertrude—it is just such failures on the part of employes, due to the carelessness which is born of indifference, which daily drives their employers to frenzy. Blessed is the man who has helpers who have learned the importance of their jobs, and who act accordingly! Such employes are most often to be found working for men who have themselves learned the secret of what is called executive ability; which, in the last analysis, means the inner wisdom of hiring and firing, and involves all that there is to handling people. It is not hard to see that it is worth some study.

TEN species of alfalfa-destroying insects have been found by William Brown, University of Kansas, Lawrence, Kan., in his recent investigations. Some of the pests eat the leaves while others suck the life-giving juices from the stems causing the plant to wither.





Published on the Fifteenth of Each Month

BY

**Mitchell Brothers Publishing Co.**

OFFICE:

 Manhattan Building, 431 South Dearborn Street  
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

 Subscription Price - - - - \$1.00 per Year  
English and Foreign Subscription - 1.75 " "

### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, SEPTEMBER 15, 1915.

 Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

### A PRESCRIPTION

**R** TINCTURE of friendliness.....5i  
Spirit of judgment.....5i  
Extract of common sense.....5ii  
Aqua courtesy.....5ii  
Tincture of service.....5ii  
Extract of courage.....āā 5iii  
Take teaspoonful before buying each load of wet grain.

Shake well before using. Dr. A. G. T.

### THE SULPHURED OATS CONTROVERSY

**T**HE unsatisfactory conferences on sulphured oats have been of little comfort to the grain trade. The facts that stand out with particular prominence as a result of the meetings which have been held on the subject are: First, the Bureau of Chemistry is determined to assume jurisdiction over interstate shipments of grain under the Food and Drugs Act; second, the Bureau of Chemistry is wholly independent of the Bureau of Grain Standardization and seems to be actuated by different motives and holds a very different attitude toward the trade; third, the grain trade will sooner or later have to make a test case of the application of the Food and Drugs Act to grain, and the time seems near at hand, unless the Moss Grain Grades Bill is passed soon after Congress convenes; fourth, granted the jurisdiction of the Bureau of Chemistry merely for the sake of argument, no ruling by the Bureau can control the amount of moisture in grain as it comes from the field, nor fix an arbitrary moisture content for grain, treated or untreated, going into interstate commerce, so long as artificial moisture has not been added; and, fifth, it is clearly demonstrated that the sulphuring process, while requiring the addition of water

to make the proper bleaching action, does not necessarily raise the moisture content, as the oats are dried in the process and often have a lower moisture content when finished than in the natural state, so that bleaching is by no means an indication of adulteration. These facts need immediate reconciling on the trade and the grain growers will suffer for the uncertainty that now obtains.

### WHERE IS THE WHEAT?

**T**HE visible supply of wheat afloat for Europe and in store in Europe, Argentina, Australia, United States, and Canada on September 1 was 93,972,000 as compared with 147,713,000 bushels a year ago. The wheat afloat decreased from 29,540,000 bushels a year ago to 18,850,000 bushels September 1, the other large decreases being in the United States, 44,900,000 bushels, and Canada, 5,539,000 bushels. The supply in Argentina and in Europe was slightly greater this year. This decrease can easily be accounted for on account of the late threshing in this country, and the continued inclemencies of the weather may make a more impressive falling off later.

Last year the increase in September visible in this country was less than 2,000,000 bushels over August, while this year the increase is 6,422,000 bushels; but during August last year we shipped 27,618,000 bushels and this year only 18,471,000. These comparative figures will be watched with interest during the next month for the European market will undoubtedly be influenced by them.

### GRAIN MOVEMENT ON THE LAKES AND SEA

**R** EPORTS from the Soo Canals show a marked falling off in the grain movement for the four months ending July 31 of this year as against the same period last year. During those months in 1914 12,403,347 bushels of grain and nearly 13,000,000 barrels of flour, representing about 60,000,000 bushels of wheat, passed the Soo, while this year the respective figures are 9,182,529 bushels and 2,214,577 barrels. The general clean-up of last season is chiefly responsible for this difference.

During the next two months, however, the largest grain movement that has ever passed down the lake in a similar period is expected, depending, of course, on the ability of shippers to obtain cargo space. The price consideration has not seemed to cut much figure for rates have about doubled for October-delivery. The activity in the iron and steel trade is making a marked difference in the amount of space offered, for ore bidders are active rivals of the grain men. Not since 1907 have the ore shippers gone among the vessel owners with ore contracts as they have this year. Usually the vessel owners are the ones who do the soliciting. But in spite of the competition it is expected that the high grain rates will bring out enough tonnage to take care of both American and Canadian crops. Most of the American grain will pass through our own Atlantic ports, and it is confidently predicted by New York export agents that a large volume of Canada's wheat will also find the seaboard at New York or points south. Canada has over

200,000,000 bushels to export. The storage capacity in the Dominion is 168,000,000 bushels, but in the Eastern inspection division, including Montreal, the storage space is only 29,250,000 bushels. As an effort will be made to get as much wheat as possible to seaboard before the season closes this eastern storage will be taxed to the limit, for the steamer scarcity on the Atlantic is occasioning some concern.

During 1914 there were 766 vessels, representing 1,055,112 tons, lost to commerce. Since the first of the year many others have been lost, but at the same time the increased activity in shipbuilding has probably more than made up for this season's losses. More serious to commerce than the actual destruction of vessels is the great number that are being employed in the transport of troops. And of this activity there seems no immediate prospect of decrease.

### MALPRACTICE AND THE PENALTY

**S** ODOM would have been spared if ten virtuous men could have been found in the city. The U. S. Bureau of Chemistry seems to be reversing the order and would destroy the grain trade because of the ten dishonest dealers. The nature of the grain trade is such that it must be founded on truth and honor to succeed. No one can doubt the absolute integrity of the trade as a whole, but at the same time no one will deny that there are occasional dealers who avail themselves of every form of trickery to increase their immediate profits. Such men are a menace to the trade and should be exposed and condemned wherever found.

There is undoubted evidence that some dealer or dealers on the Pacific Coast has made a practice of buying up smutty barley for a song, treating it with lime to cover up the smut, and then selling it for high grade barley, the fraud being difficult of detection except upon chemical analysis. Last year's dry oats were watered to the limit by some dealers to increase the bushel weight. Screenings and inferior grain have been added to oats in generous quantity. These practices are all fraudulent and should be unqualifiedly condemned by the trade unless they wish the good name of all to be smirched, and the Bureau of Chemistry visit upon the just and the unjust, a penalty for the transgression of the few.

### A BAD GUESS

**T**HE farmers of North Dakota have appealed to the National treasurer because the price of wheat has dropped 50 cents a bushel since early spring. This reduction is alleged to be due to the influence of speculators and bankers. Just how this influence is applied is not stated. Nor is it stated who is back of these absurd rumors. The farmers of North Dakota are too intelligent to come unanimously too such a wild decision unless a definite interest were guiding or rather misguiding their thought.

If statistics can be of any interest in North Dakota it might be noted that the winter wheat crop of Britain, Italy, Spain, Switzerland, Russian Europe, Japan, Tunis, United States, and Canada is 17.9 per cent greater than last year; that barley, in the same countries except India



and Canada, is 19 per cent greater; and that rye is 18.7 per cent greater in production this year than last. The spring wheat crop, which is of particular interest in the Northwest, has even more impressive advances over last year. Our own crop is the largest we have ever handled; Canada will have over 200,000,000 bushels surplus; Australia, which had to import wheat last year, has a record crop prospect, and Argentina has as much or more than last year.

This supply would seem to give some reason for a lower price for wheat, without taking into consideration the economies which all countries, including our own, are putting into effect.

## OLD CUSTOMERS AND NEW

THE spread between the farmer's idea of value and the grain dealer's this year is as wide as the ocean. Much of the grain brought to market will not grade. The dealer knows it and knows also that it can only be disposed of at a big discount. The farmer may know it, but he won't acknowledge it, for he sees his whole year's work going into the discard unless he can heckle the dealer into giving more than the grain is worth. Old customers who cannot get their price from their regular dealer, take their grain to another elevator. The second dealer sees a new customer; he feels that he must treat him right on this first sale; and gives him more than the other offered and more than the grain is worth. The customers of the second dealer do the same thing and the first shipper falls for the game just as the second did. And so the circle is completed. Both shippers are stung and neither one is the least bit better off.

It is always hard to see an old customer go somewhere else, and it is equally hard not to make a little sacrifice to secure a new one. But the grain dealer must expect to do some hard things this year if he hopes to get out with a whole skin. The season is exceptional, it overturns all precedents, and when the normal times come again the old customers will come back and the new ones will be missing.

## FINANCING THE CROP MOVEMENT

IN spite of the shortage of Government funds in the Treasury Department, the annual crop movement in this country is progressing without the usual stringency. The Federal reserve bank system is largely responsible for this. The reserve banks are well stocked with funds which are available on the security afforded by grain bills of lading or storage receipts. These funds will be ample to cover all the requirements of the grain movement.

A large amount of money will be required this year to finance farmers who are holding their grain for advances. This widespread speculation does not provide banking paper, but at the same time little difficulty is anticipated. In the first place the farmers themselves, after last year's profitable crop, are in a more independent position than they have been for years; and in the second place local banks have a large amount of funds due to the restriction in business along general lines and the hesitancy of investors to expand industrial projects. This will be loaned on the personal responsibility of the individual farmers.

In Canada the banks are in a better position to furnish aid for the record crop than they have been in years. Business expansion has almost ceased in the Dominion and large funds are available, so that the crop requirements really come as a relief, rather than a burden to Canadian bankers.

## PROTECTING OUR SUBSCRIBERS

"TRUTH in Advertising" received the greatest stimulus in its history not long ago when the Advertising Association of the World met at Chicago. Fake or dishonest advertisements were denounced and the newspaper section passed some drastic resolutions on the subject. The trade press has never taken any position on this matter as a whole, and unfortunately some trade papers have not realized the utter fallacy of accepting such matter for their pages.

The "American Grain Trade" has consistently refused to accept advertising which was in the least suspicious of falsity, even though other grain journals were carrying such ads at the time. Fake advertisers are notoriously prompt in paying their bills; it is their whole stock in trade, and so it is a great temptation to accept copy from them. But our subscribers can feel perfectly safe in this regard, for our established policy will be lived up to, in the spirit as well as in the letter, and so far as it is humanly possible they will always be protected from unscrupulous firms who make promises which they will not fulfill.

## THE SCOFFERS AND THE BOYS

THIS is a conservative old world. Although it is not so recorded, we have no doubt that on every nail keg a greybeard was perched cracking jokes at the expense of Noah and his ark. The rail fences of the countryside have been lined by similar greybeards, they could not have been descendants of the first for there were no descendants, but cut to the same pattern, who grew facetious over the efforts of the kids to show them how to raise corn; to show them, forsooth, who had been raising corn since the kids' fathers were in knee pants. Some had their little joke, laughed uproariously thereat, and went away to get ready for another 25-bushel yield. But others stayed and watched, stayed till the hardy stalks gave forth their three, four and five ears of corn each, till the last bushel was measured and the count, 100, 150, 200 bushels to the acre, was recorded. The smile had long frozen from their lips and they departed soberer and wiser men.

Mr. Fawcett has shown on another page what the corn club boys are doing. Only time can tell the ultimate value of this educational movement. So far the Government and the agricultural schools can take most of the credit. Is the grain trade content to let the credit rest there? Some few dealers, and we take off our hats to them, have been among the leaders in the crop improvement work. Most of them have been content to sit back and watch the work go on, realizing the increase of profit to themselves which has come without turning a hand. There is no gain but that payment is made by some-

one. How, then, will payment be made for these unearned profits? Will it be in prestige?

## AN OPPORTUNITY OVERLOOKED

THE millers of this country have long enjoyed a reputation for ingenuity. This is shown in the "Book of Wrinkles," which is a collection of time and labor saving devices, contributed through a series of years to the "American Miller." There is no reason to suppose that country grain dealers are not as ingenious as the millers, nor that they lack opportunity for showing it. Most of the "wrinkles" in the book are as adaptable in a grain elevator as in a mill, for which chapters are devoted to "Bins, Hoppers and Sinks"; "Spouts and Spouting"; "Chokes"; "Belts, Pulleys and Shafting"; "Safety Appliances and Devices"; "Elevating and Conveying"; "Signals and Indicators"; "Trucks and Scales"; "Tools and Appliances"; and other subjects which can be just as useful to the elevator foreman as to the mill operator.

Moreover, it is quite likely that many elevator managers have contrived simple devices in their houses which millers never thought of, and which brother grain dealers would appreciate. We will pay liberally for any such elevator wrinkles, and they may help out another dealer in the same fix that prompted your contrivance. Where possible a rough sketch of the device will be useful. Our own expert draftsman will reproduce it artistically for publication. Just look around your elevator and see if there is not some ready money waiting for you, in the way of little improvements you have put in.

## A HINT FROM GERMANY

GERMANY, harassed by war and the serious financial problems it involves, has still found time and money to go ahead with its carefully planned system of canals. The new waterway connecting the Oder and the Vistula Rivers has just been opened. The water route is 182 miles long and consists largely of canalized rivers. Prussia has spent over \$200,000,000 on waterways after an investment of \$2,225,000,000 in state-owned railroads. The foreign commerce of Germany has exceeded that of this country in each of the 20 years ending in 1913. Much of this commercial advantage has been the result of cheap transportation to the sea.

So large a part of our foreign commerce is represented by grain exports, that this hint from Germany deserves particular attention at this time. The cheapness of water traffic as compared to rail needs no demonstration. What seems to need exploitation for the benefit of shippers is that the rail cost of grain to the seaboard is a material deterrent factor in our ability to control the world's trade in grain at certain times, and results in a lower price to the consumer at all times. If Germany sees profit in continuing canal operations in the face of its present troubles, the indications point, at least, to the necessity of this country to take more extensive measures along the same line.

On August 16 Chicago received 2,511 cars of grain, the high record up to that time.



## EDITORIAL MENTION

The oats crop ought to be shipped in refrigerator cars and marked "perishable."

There are more "big guns" among the speakers for the National Convention than it took to reduce Warsaw.

President Metcalf is to be congratulated. Two hundred new members in a year is a record of which any president might be proud.

Inspection departments will have to stand more than the usual amount of lambasting this year. Someone has to be the goat.

It looks as if the grain drier manufacturers would be in a position to retire next year. They are scraping most of the silver lining from the clouds.

Mixing wet and dry wheat together will improve the average condition, says the Department of Agriculture. All that remains is to find some dry wheat.

With two candidates for Republican nominee for Governor, it looks as if the grain trade of Indiana would be represented in the big chair at Indianapolis next term.

Our favorable (?) trade balance with foreign countries is playing hobs with international exchange. The only "favorable" trade balance is one which actually balances.

Corn Club boys from 33 states were present at the convention in San Francisco last month. Only producers of 100 bushels to the acre were eligible, but there were boys aplenty.

It looks as if there would be something of a scramble for prime seed of all varieties. There seems to be a big crop of some of the grasses, but the amount of poor stuff is far above normal.

A farmers' elevator company in Minnesota recently announced that at a special meeting of the directors its "character" was amended. More meetings of the same kind could be held to advantage.

The Mississippi farmer who chanced to throw on a cake of ice a few grains of barley which became embedded and sprouted, may have started something. Who knows—perhaps some day we shall await anxiously the news from the Labrador corn crop.

Some observant sages of Michigan have discovered that on the leaves of wheat this year there is a clearly marked "w", which, they announce, means war for this country. We believe, rather, that the initial stands for Woodrow Wilson and peace.

The temper of the Galveston grain dealers is shown in the manner in which they recovered from the shock and destruction of the hurricane. Before the waters had fairly abated they had taken stock of the damage and made preparation to resume the receipt and shipment of

grain. About 500 cars of grain on track were more or less damaged by the high water, but the elevator damage was slight.

According to a recent consular report, an association in Argentina is looking to this country for macaroni wheat. This is very nice for our Durum exporters, but think of the rage of the Argentines.

T. A. Grier expects two train loads of delegates to the convention from Chicago alone. And it's only a short haul from most of the other big markets. We'll have to hand it to Peoria as a central location.

The National Corn Show to be held in St. Paul, Minn., during December offers \$5,000 in prizes. It would not be surprising if many Northwest farmers were in the money when the prizes are distributed.

Increased competition is not the signal for boosting prices. It is rather a call to extend your service to your patrons. Service, courtesy, good humor,—this trio of graces win and keep the wagons at your dump.

In Oklahoma the corn is so high that the farmers are hiring men by the inch to gather it. The taller the man the more wages. By the Darwinian process this ought to make a race of giants in a few generations.

The race for foreign markets between the spring and winter wheat crops is not a handicap this year. Both crops are on their mark at the same time. The result is already showing in winter cancellations from abroad.

There is a story, it was in the newspaper and must be true, that the horse of a Kansas farmer stepped on and killed a 12-pound carp while going through his corn field. We are not sure whether this is a fish story or a corn story.

Up to the present writing Northwest grain receipts have been less than a year ago, although this week's receipts are expected to leap ahead. The Northern railroads have every available car on the job in anticipation of the movement.

And now the National Hay Association is out with an offer of a diamond stick pin for the member who gets the most new members during the year. Judging from the way the National Association does things, it will be a sparkler worth winning.

An export tax of \$1.60, \$1.40, and \$1.20 has been imposed on wheat, rye and barley respectively by the Roumanian Government, and still Austrian buyers, it is said, take the grain as fast as it is offered. This is an example of what restricted trade will do as compared to our own free world markets.

Corn is a much abused thing. For many years it bore the undeserved reputation of being a menace to those who were subject to pellagra. The scientists have no sooner disproved that theory than the plant itself comes into obloquy. Corn stalks are growing so tall at the railroad crossings in Kansas that autoists cannot see approaching trains and are in constant danger.

The names of the autos were not stated. They were probably 4ds.

One thing can be said for most of the laws that are made nowadays. They make work for a lot of people. First a flock of lawyers have to interpret them, and then a covey of commissioners have to announce the decision. It seems a pity that the lawyers are the only men who have time to run for congress.

A cargo of grain was loaded last month at Chicago for shipment direct to Leith, England. There will be a portage overland from Port Colbourne to Montreal where the grain will be reloaded onto the *Turret Chief* and proceed to its destination. Many of us will live to see the flags of all nations at our lake ports.

No one will deny that the moon has had a potent influence on more than one man's destiny. Look at the women some of them marry! But here comes a pseudo-scientist who claims that corn planted in the dark of the moon is superior to that which is illumined at night. Is corn a mere creature of sentiment, too?

Another amateur farmer near Chicago has become enthusiastic over radium as a soil fertilizer because his wheat yielded 36½ bushels to the acre, which, we admit, was pretty good for an amateur, although the cost of production was not given. Down state less radium and more elbow grease yields 50 bushels on plenty of farms.

The International Wheat Show, which is to be staged at Wichita, Kan., October 4-14, promises to be a comprehensive exhibit which will include, not only wheat from all parts of the world, but also practical demonstrations of growing the crop, marketing it, and even milling and baking it; in short, from the producer to the ultimate consumer.

Wm. E. Kelley, of Hutchinson, Kan., who last spring planted 10 grains of corn which were dug up in a sealed jar from the grave of an Aztec mummy, raised eight stalks from the seed, bearing 20 ears. He has been offered \$1 per grain from the crop, principally by scientists, and expects to realize \$1,000. This is our idea of profitable farming.

The loyalty of Canada in sending troops to the aid of the mother country has received much comment. The large draft of men has created a critical shortage in farm labor and there are grave fears that the large western crops will suffer in consequence. This will add one more to the long list of sacrifices that Canada has made at the altar of Mars.

The state grain inspection service of Illinois was recently threatened when the salary fund was cut off through some legislative bungling at Springfield. The Board of Trade of Chicago and private interests stepped into the breach and guaranteed the salaries until the matter could be adjusted, thus saving the trade of the whole country a state of congestion that would have hampered the whole grain movement very seriously.



H. N. SAGER  
Chicago.

# NEWS OF THE TERMINAL MARKETS

E. E. ROAHEN  
Kansas City.

## A GRAIN MEN'S OUTING

The St. Louis Grain Club of St. Louis, Mo., which embraces in its membership very many of the prominent grain merchants in that market, held an outing and dinner on the afternoon and evening of September 9 at the Bellerive Country Club.

## BRIGHT OUTLOOK FOR MILWAUKEE

George A. Schroeder, traffic manager of the Milwaukee Chamber of Commerce, has made the prediction that all records for grain shipments to Milwaukee will be broken this year. The prediction is based on the bumper crops that have been raised and the decision of the Interstate Commerce Commission in regard to the Western freight rate case, which leaves the general reduction of rates to Milwaukee practically undisturbed.

## ACTIVITY AT PORT OF BALTIMORE

The facilities of Baltimore as a leading port are to be further advanced. The Pennsylvania Railroad has just commenced the construction of a pier at Canton for handling export business which will cost about \$1,000,000 and the road may build a large import pier in the same vicinity. The Baltimore & Ohio Railroad Company is preparing plans for another pier at Curtis Bay, while the new grain elevator of the Western Maryland Railway Company is expected to be completed in a couple of months.

## A NOVEL WHEAT EXHIBIT

An interesting feature in connection with the International Wheat Show at Wichita, Kan., October 4 to 14, will be that of the "Cycle of Wheat," shown by the Kansas State Agricultural College. It will demonstrate the various stages through which the wheat passes from planting until it reaches the form of flour. A small experimental mill will be used and the flour will be baked and given to the public. About 1,200 feet of floor space will be used for the exhibit.

## HOW LOW FOR MAY WHEAT?

Last season the question was how high. This season it seems to be how low. Chicago May wheat last season was down to 84¢ in June before the war. In February it soared to 1.67, highest since the Leiter deal in 1898. Low two seasons ago was 86¢ in October. Lowest past 10 years was 74¢ in March, 1907. Past decade May sold below eighty only twice, but eight times below ninety. It sold above ninety every year and above a dollar every year but one. It sold above \$1.10 five times in the past decade.—C. A. King & Co., Toledo, September letter.

## GOVERNMENT ERRORS IN ESTIMATING CROP ACREAGE

P. S. Goodman of Clement, Curtis & Co., of Chicago, says in a recent interview: "The methods of ascertaining any acreage of important crops is that of the guesses of correspondents, and every 10 years the census gives exact results. In the decade ending 1889 the Agricultural Department over-shot the census by 8,000,000 acres; in the decade ending 1899, it was 10,000,000 under the census; in the period ending 1909, it was 11,000,000 higher. The last revision was not drastic, and this year the reported crops have an acreage of 34,000,000 over that of 1909. The increase of 2 per cent a year is ahead of the increase in population. It is doubtful if there has been an actual increase of 15,000,000

acres. The result is an exaggeration of our crops, and as the errors in the past have always been in the three leading grains, I am convinced that the corn acreage is 8,000,000 too high; wheat 5,000,000; oats and hay 3,000,000 each too high. The principal effect of this exaggeration of yield is depressive upon the farming interests of the country, and finally injurious to the grain trade."

## NEW FIRM ON CHICAGO BOARD

A new firm in the grain trade usually works under a handicap caused by the unfamiliar sound to the trade of the appellation by which it chooses to be known. The new firm of Ashum, Slade & Co., however, will be spared most of this disadvantage.



JOHN H. ASHUM

tage, for John H. Ashum and Charles B. Slade, the copartners, are so well known to the trade that the firm name slides off the tongue as fluently as if it had been spoken for years.

Both partners have a wide acquaintance and the highest standing in all the markets of the country. John H. Ashum is one of the most popular of the younger members of the Chicago Board and will command a large personal following. He was a partner in the firm of Walter Fitch & Co., and before that had a wide grain experience.

The older partner, Charles B. Slade, was formerly associated with the Beach-Wickham Grain Company, and for many years has been a familiar figure on the Board. The firm starts with high prospects and the good wishes of all their many friends.

## PITTSBURGH ENTERTAINS

The Pittsburgh Grain and Flour Exchange acted as hosts September 8, 9, 10 to the Pennsylvania Millers' State Association, which had selected that city as its meeting place for this year. The entertainment which the Exchange afforded included an evening boat ride on the Monongahela and Allegheny rivers, banquet at the Fort Pitt Hotel, auto-

mobile and theater party for the ladies. All the visitors were delighted with the pleasant time given them and promised to return to Pittsburgh at some future date.

The committee in charge of caring for the entertainment of the delegates during the convention was composed of Griffith Ellis, D. V. Heck, William Hagsett, J. A. A. Geidel, S. H. Pyle, R. V. Harper, F. R. McClurg and G. R. Fulton.

## THE NEW YORK MARKET

L. W. Forbell & Co. of New York City says of wheat September 11:

"Export business only moderate and principally in spring wheat. There is no improvement in the demand for winter wheat and the condition of arrivals in this market is very disappointing. Good qualities are scarce and wanted, while the lower grades are difficult to sell and have to be dried before being used. Discounts have again increased, so that No. 4 Red at present is discounted from 8 to 12 cents per bushel under the grade of No. 2 Red. Wheat arriving warm is discounted from 12 to 18 cents, according to quality. Spot prices, with the exception of the lower grades, are nominal, as there is no good wheat for sale."

## CHANGES IN GRADES OF GRAIN AND HAY

The Public Service Commission of Washington recently approved revised rules for hay and grain grades. The approval was made following a conference with R. P. Jarboe of Tacoma, state grain inspector. The following is a summary of the most important changes:

Red Russian wheat will only be required to test 57 pounds to grade No. 1, instead of 58 pounds, as former rules provided.

Martin Amber, Early Bart and Red Alien will be classified as bluestem.

The use of "degree" in designating the amount of smut in wheat will be discontinued and the term "percentage" substituted.

Where inferior types of wheat are mixed with superior types the sample will be graded as being of the superior type and a dockage in pounds placed to cover the difference in value of the admixture.

Where a shipment of a car of wheat contains grain of different test weights per measured bushel, but of the same type, an average sample will be drawn and the test weight of the sample thus procured will be taken to be the test weight of the lot and so graded.

## THE PROBLEM OF CHEAP WHEAT

Milling reports tell of heavy rain loss to winter wheat and difficulty of obtaining good wheat. If we set the questionable wheat at 80,000,000 bushels, the U. S. crop would run 900,000,000 with a surplus of around 320,000,000. On this basis, the total North American surplus might be near 500,000,000.

There are no adequate European wheat estimates. About 18 European countries have probably raised as much wheat as in 1914, the important gain being in the Balkan surpluses. Russia is a wheat enigma. The huge North American surplus will supply the world for 9 or 10 months. In addition, the Australian surplus of 50 to 65 millions is exported January 6th to May next. The Argentine wheat crop has received some rain relief and now enters its crucial 90 days. India will ship her new wheat May to September, 1916. Suppose Europe takes 14,000,000 wheat and flour per week September 1 to March 1, 1916, from North America?

In this case, Europe would take 364,000,000 of the total American surplus by March 1, when Argentine, India and Australian wheats would fill the



remaining demand to July 1, 1916. A theory of this class weighs just as heavily on May wheat as on December wheat and challenges a liberal premium for May wheat.

Should the farmer act as a unit and refuse to sell, he would secure a better price for some months, but the final competition after January arrives would probably wear down our prices. What is required for the present is a level at which Europe will take 150,000,000 of our wheat to start a needed outgo. The tendency of a surplus situation is to depress price levels. Good weather is required to thresh and store the northern crops. Should Europe withhold its import purchases for another month or direct its purchases steadily to Canadian wheat—our market will suffer.

We can only struggle along with current statistics and hope for a better wheat price. Last year the farmer received the highest wheat price on record, and that is his recompense. When he sighs about 1915 wheat prices, let him remember that the fat, fancy wheat prices of 1914-15 are in his bank or have paid his mortgage. Undoubtedly a better class of wheat rallies is now due as the big crop estimates await verification, price levels are comparatively low, and the world's bins are empty. In addition I cannot overlook the fact that we require fresh estimates on the per cent of winter wheat that, for milling purposes, is a loss.—E. W. Wagner & Co., Chicago. Letter September 11.

#### CHANGES IN MEMBERSHIP

**Chicago.**—Membership to the Board of Trade was granted to the following: Riley E. Pratt, Edw. M. Flanagan, J. Alva Harrison and Milton L. Cushing. The membership of the estate of F. T. Bliss, of A. J. Feuchtwauser, the estate of Orrin E. Brown and of Samuel Phillips were withdrawn. Reported by Secretary J. C. F. Merrill.

**Cincinnati.**—The new members of the Chamber of Commerce are: M. T. McEldowney, millers and grain dealers at Winchester, Ky., and L. Simonton, a grain dealer of Lebanon, Ohio. Reported by Supt. W. C. Culkins.

**Duluth.**—The following have been admitted to the Board of Trade: A. M. Woodward, J. Austin Regan and Siebel C. Harris. Willard I. Ray, W. R. McCarthy and James A. Gould have withdrawn their memberships from the same. Reported by Secretary Chas. F. McDonald.

**Kansas City.**—William H. Burns has been admitted to the Board of Trade on the transfer of F. J. Lingham and Orrin V. Hayward on that of H. D. Hayward, deceased. Reported by Secretary E. D. Bigelow.

**Milwaukee.**—E. A. Bowles, W. L. Flanagan, C. W. Hohenadel, Walter A. Seipel and P. E. Stroud have been granted memberships to the Chamber of Commerce. The memberships of John Hannan, deceased, Harry Berger, Chester L. Sampson, Wm. Froedtert, deceased, and B. G. Ellsworth, deceased, have been transferred. Reported by Secretary H. A. Plumb.

**Pittsburgh.**—Joseph Lehner of Verona, Pa., was elected to membership in the Grain & Hay Exchange. Reported by Secretary C. G. Burson.

#### DEATH OF A. F. LEONHARDT

Everyone who attended the meeting of the Grain Dealers' National Association at New Orleans, La., will recall the presentation made by President Chas. D. Jones to A. F. Leonhardt of the prize for securing the greatest number of memberships to the national organization. It was rather an impressive scene. Mr. Leonhardt was called to the platform and remained calm and unmoved while Mr. Jones delivered a very warm panegyric over his several avowed attainments and noteworthy capabilities. Then Mr. Leonhardt replied, and displayed in his speech the personality that explained how and why he accomplished things. Now Mr. Leonhardt is dead and friends and business associates everywhere will mourn his loss as an active worker during his entire lifetime towards high ideals in the conduct of the grain business.

Mr. Leonhardt's passing occurred at Denver, Colo., late in August while he was traveling with his wife

towards the Pacific Coast. He had been suffering from acute indigestion and his death was due to extreme palpitation of the heart caused by the high altitude.

Mr. Leonhardt was 55 years of age, a native of St. Louis and a citizen of New Orleans for 35 years. He was formerly associated in the grain business with Glover & Odendahl and later engaged in a grain business on his own account which he had built up to very large proportions. He served three years as postmaster of New Orleans under an appointment by former President Taft. He was once president of the New Orleans Board of Trade, served for many years as a member of its Board of Directors and several of its committees, and lately represented the Board on the Civil Service Commission of the Board of Port Commissioners.

He was a director of the Grain Dealers' National Association, serving in this capacity for a number of years. He took an active interest in religious work and was lately appointed president of the Zion Evangelical Lutheran Congregation, and a director



THE LATE A. F. LEONHARDT

of the Bethlehem Orphan Asylum. To both he was in the habit of giving liberal donations in money. He leaves three children who survived his first wife's death in 1905, and a widow whom he married six years ago, in Baltimore.

#### TERMINAL NOTES

Jesse Young, head of the Young Grain Company of Toledo, Ohio, was a visitor on the Chicago Board of Trade early in September.

The members of the grain trade of Fargo, N. D., are contemplating establishing a co-operative grain exchange for that market.

E. W. Wagner of E. W. Wagner & Co., of Chicago, Ill., has been elected a member of the Minneapolis Chamber of Commerce.

H. H. Richardson of Whitney & Gibson, Buffalo, N. Y., was calling on the trade in Chicago, Duluth and other Western points in September.

Milton E. Archer, a partner in the grain and stock firm of Maguire & Jenkins at New York, N. Y., has left that firm to engage in other business.

W. E. Milner, Western manager of the Maple Leaf Milling Company, has been elected president of the Winnipeg Grain Exchange of Winnipeg, Man.

The Armour Grain Company of Chicago has leased and will operate the Fairport Elevator of the Baltimore & Ohio Railroad at Fairport, Ohio.

E. W. Wagner & Co., of Chicago, Ill., are now occupying the office at 331 Chamber of Commerce Building, Buffalo. It is under the management of George M. Shultz.

F. M. Anderson, who has been with the J. Rosenbaum Grain Company of Chicago for the past 14 years, has engaged in the brokerage business on his own account. He will pay special attention to sup-

plying wheat to millers and has offices at 762 Insurance Exchange Bldg.

The St. Louis office of Keusch & Schwartz Company, Inc., of New York and Chicago, has been taken over by E. W. Wagner & Co., of Chicago. W. B. Christian is in charge.

The Cairnes Grain Company of Chicago, Ill., was recently incorporated with a capital stock of \$15,000. The incorporators are James E. Cairnes, A. M. Cairnes and Mark Fink.

Samuel Phillips, who has been in the offices of Rosenbaum Brothers of Chicago for the past eight years, has taken a position with the Kasota Elevator Company of Minneapolis, Minn.

Charles Hulburd, who has been for the past eight years associated with Hulburd, Warren & Chandler of Chicago, has taken charge of the grain department of W. H. Colvin & Co.

The Armour Grain Company of Chicago has opened an office in the Chamber of Commerce Building, Baltimore, Md., and will establish private wire connections to the exchange floor.

The Scroggins-McLean Company of Minneapolis, Minn., has been incorporated to carry on a general grain commission business. The incorporators are M. E. Scroggins and J. H. McLean, Jr.

Ferdinand A. Mosher, an old-time grain broker of Terre Haute, Ind., met with financial reverses late in August under circumstances involving questions of uncommercial methods of doing business.

Hulburd, Warren & Chandler of Chicago have closed their office at Minneapolis, Minn., and L. L. Winter, who has been in charge, has been admitted to membership in the firm and returns to Chicago.

A new grain firm has been organized at Wichita, Kan., under the style of the United Grain Company. The stockholders are W. L., G. E., T. G. and Z. M. Farquharson and W. S. Willingham, all of Wichita.

E. Pfarrius, one of the oldest grain exporters on the New York Produce Exchange, was welcomed back on 'Change recently by numerous colleagues after a long rest spent mostly in the mountains of northern New England.

G. E. Cook, associated with W. F. Heck & Co., of Pittsburgh, Pa., was married September 2 to Miss Jean Geyser of Carnegie, Pa. After a lake trip including a visit to a number of eastern cities they will be at home in Carnegie.

Edward F. Chaplain, representative on the New York Produce Exchange of Fagg & Taylor of Milwaukee, has returned to Boston, where he came about three years ago, and will represent the Milwaukee firm in that market.

The first shipment of new standard oats to arrive at the Peoria market was received August 27 by Rumsey, Moore & Co. The lateness of arrival this year was due to the many rains which prevented farmers from threshing their crop.

The Keyes-Hopkins Company has opened an office at 217-218 Washington Building, Madison, Wis., and will carry on a general grain brokerage business. They have as Milwaukee correspondents the well-known firm of E. G. Hadden Company.

Edward William Flanagan, formerly wheat buyer for Logan & Bryan of Chicago, and who retired with a competency a few years ago, is again with the same firm as corn buyer and has been re-elected a member of the Chicago Board of Trade.

Jed W. Pearson, the youthful grain broker of Evansville, Ill., is at his home again, from which he disappeared recently, and has announced that he will make good all losses sustained on account of any irregularities in his former business.

Henry F. Craw, manager of the Buffalo office of Logan & Bryan of Chicago, has removed his offices from the Chamber of Commerce Building to 406-8-16 Marine National Bank Building, where he has established larger and more convenient quarters.

James A. Patten, of Bartlett, Frazier Company of Chicago, is a member of the prison commission that has charge of the building of the new \$3,000,000 penitentiary at Joliet, Ill. Mr. Patten, in a recent interview, stated that the honor system in



the treatment of Illinois convicts not only would be sustained but would be extended as soon as possible in connection with the Joliet institution.

A reorganization took place in the Morris-Parry Grain Company of Milwaukee, Wis., and it will be known hereafter as the Parry Grain Company. Articles of incorporation have been filed by Thomas W. Parry, C. B. Rix and John M. Barney. Offices are in 407 Chamber of Commerce Building.

Clark Burdg Grain Company has engaged in the grain business at Wichita, Kan. The members of the firm are Clark Burdg and F. J. Kramer, both of whom have been for the past four years connected with the Wallingford Brothers Grain Company. Offices are at 502 Sedgwick Building.

George M. Patch retired from the grain firm of Knight & McDougal of Chicago in September and it is his intention to take a long vacation. He has been in the grain business in Chicago very many years, being formerly a member of the old firm of Carrington, Hannah & Co., as well as its successor, Carrington, Patten & Co.

It is announced that the Southern Elevator Company will be organized to operate a new concrete elevator to be built at Louisville, Ky. W. A. Thompson, one of the prominent grain merchants of Louisville, will be president of the company and W. A. Thompson, Jr., will be the secretary-treasurer. The elevator will have a capacity of 350,000 bushels daily.

The Stofer Grain Company has been incorporated at Buffalo, N. Y., to carry on a general commission business in grain and other commodities. The incorporators are T. J. Stofer, H. J. Hannon and Benj. F. Holbel. Mr. Stofer has been engaged in the grain business at Buffalo for very many years past and is favorably known both in the east and west.

The Pope & Eckhardt Company of Chicago, Ill., has issued a circular showing the results of the latest tests of Argentine corn from the crop of 1913. The tests show that the American Dent corn is exceeded in percentage of ash, ether extract and protein but that the Argentine variety has lower percentages of crude fibre, pentosans, invert sugar and sucrose.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of August, 1915:

**BALTIMORE**—Reported by Jas. E. Hessong, secretary of the Chamber of Commerce:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	3,187,467	2,770,153	2,670,796	2,805,605
Corn, bus.....	171,224	247,861	42,491	6,300
Oats, bus.....	180,137	809,256	.....	8,983
Barley, bus.....	655	1,978	.....	.....
Rye, bus.....	96,193	55,192	54,960	.....
Hay, tons.....	4,418	5,027	530	952
Flour, bbls.....	154,261	141,338	94,925	77,433

**BUFFALO**—Reported by Fred E. Pond, secretary of the Chamber of Commerce:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	3,187,151	6,163,531	.....	.....
Corn, bus.....	1,985,431	1,724,664	.....	.....
Oats, bus.....	229,746	679,886	.....	.....
Barley, bus.....	382,990	164,274	.....	.....
Rye, bus.....	75,000	105,537	.....	.....
Flour, bbls.....	801,520	1,177,697	.....	.....

**CHICAGO**—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	12,505,947	17,721,000	11,454,000	16,295,000
Corn, bus.....	6,213,000	9,925,000	4,710,000	6,132,000
Oats, bus.....	16,749,000	23,729,000	9,281,000	12,229,000
Barley, bus.....	729,000	851,000	255,000	346,000
Rye, bus.....	440,000	285,000	211,000	58,000
Timothy sd., lbs.	1,201,000	4,914,000	1,372,000	2,056,000
Clover seed, lbs.	327,000	1,180,000	104,000	264,000
Other gr. sd., lbs.	609,000	3,178,000	546,000	2,127,000
Flax seed, bus...	1,000	29,000	.....	4,000
Broom corn, lbs.	1,941,000	1,352,000	1,809,000	815,000
Hay, tons.....	20,664	17,231	2,467	2,469
Flour, bbls.....	562,000	801,000	579,000	680,000

**CINCINNATI**—Reported by W. C. Culkins, supt. of the Chamber of Commerce:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	1,035,947	465,888	1,259,709	329,025
Corn, bus.....	698,159	629,180	355,472	395,225
Oats, bus.....	577,722	1,011,322	323,319	675,569
Barley, bus.....	2,300	1,909	1,717	3,515
Rye, bus.....	76,046	62,619	42,762	33,684
Timothy sd., lbs.	217	9,104	2,595	6,157
Clover seed, lbs.	851	2,922	1,713	3,885
Other gr. sd., lbs.	10,292	11,563	5,430	11,702
Flax seed, bus...	38	37	17	23
Broom corn, lbs.	21,615	23,317	39,704	31,969
Hay, tons.....	7,621	20,649	3,897	12,203
Flour, bbls.....	111,803	165,359	78,701	118,353

**CLEVELAND**—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	195,444	136,743	5,043	72,021
Corn, bus.....	233,843	148,651	31,412	61,573
Oats, bus.....	306,000	800,745	505	126,363
Barley, bus.....	.....	1,250	.....	6,468
Rye & O. C., bus.	4,508	735	.....	13,400
Hay, tons.....	2,830	3,825	37	33
Flour, bbls.....	54,042	69,057	3,838	12,415

**DETROIT**—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	271,000	431,000	87,000	273,000
Corn, bus.....	207,000	206,000	118,000	80,000
Oats, bus.....	491,000	788,000	55,000	116,000
Barley, bus.....	None	2,000	None	None
Rye, bus.....	38,000	40,300	7,000	8,000
Flour, bbls.....	26,000	.....	39,000	.....

**DULUTH**—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	2,136,993	458,888	1,737,400	260,588
Oats, bus.....	113,828	181,046	92,029	200,396
Barley, bus.....	604,744	578,227	129,791	424,739
Rye, bus.....	195,282	204,188	218,460	142,543
Flax seed, bus...	92,051	41,965	471,293	459,987

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	1,151,000	160,000	481,000	57,000
Corn, bus.....	1,008,000	1,162,000	384,000	133,000
Oats, bus.....	2,256,000	1,391,000	327,000	552,000
Rye, bus.....	52,000	3,000	6,000	None
Hay, cars.....	78	345	.....	.....

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	5,784,750	13,080,150	4,060,800	8,414,550
Corn, bus.....	845,000	961,250	617,500	571,500
Oats, bus.....	419,500	992,800	147,000	463,500
Barley, bus.....	162,400	5,600	79,800	5,600
Rye, bus.....	18,700	24,200	5,500	12,100
Kafir corn, lbs.	203,500	1,100	360,000	5,000
Flax seed, bus...	2,000	8,000	1,000	10,000
Hay, tons.....	34,884	36,468	4,176	8,136
Flour, bbls.....	9,750	27,500	258,250	186,000

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	143,750	1,558,200	31,442	701,572
Corn, bus.....	781,450	2,082,075	455,198	1,100,536
Oats, bus.....	2,103,300	3,893,100	920,722	2,137,662
Barley, bus.....	461,340	763,140	112,310	187,927
Rye, bus.....	115,640	181,600	14,160	75,037
Timothy sd., lbs.	150,492	193,755	577,636	360,000
Clover seed, lbs.	319,206	239,300	51,634	330,000
Flax seed, bus...	45,590	15,730	.....	.....
Hay, tons.....	2,508	2,908	48	732
Flour, bbls.....	129,030	289,400	165,716	343,185

**MINNEAPOLIS**—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	5,565,260	8,892,210	1,612,090	2,903,100
Corn, bus.....	372,640	581,080	280,240	408,360
Oats, bus.....	1,360,320	2,479,200	1,048,880	877,040
Barley, bus.....	1,373,460	2,299,780	979,540	1,355,500
Rye, bus.....	269,800	740,440	69,080	296,240
Flax seed, bus...	114,770	116,950	3,320	6,330
Hay, tons.....	5,060	3,520	684	180
Flour, bbls.....	16,253	67,140	1,147,710	1,776,902

**NEW ORLEANS**—Reported by W. L. Richeson, chief grain inspector and weighmaster of the Board of Trade:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	.....	.....	1,365,460	3,958,735
Corn, bus.....	.....	.....	375,810	216,600
Oats, bus.....	.....	.....	62,980	16,520

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	3,818,040	.....	2,643,277	.....
Corn, bus.....	1,010,035	.....	126,055	.....
Oats, bus.....	2,620,072	.....	762,604	.....
Barley, bus.....	545,700	.....	145,993	.....
Rye, bus.....	12,500	.....	.....	.....
Timothy sd.....	.....	.....	.....	.....
Clover seed.....	2,346*	.....	505*	.....
Other gr. sd.....	.....	.....	.....	.....
Flax seed, bus...	1,342,522	.....	.....	.....
Hay, tons.....	24,911	.....	6,921**	.....
Flour, bbls.....	694,000	.....	252,740	.....

\*Bags. \*\*Bales.

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	1,105,200	1,978,800	602,400	1,798,800
Corn, bus.....	1,732,800	1,942,800	1,499,300	2,146,100
Oats, bus.....	805,800	1,864,900	460,500	1,215,000
Barley, bus.....	37,800	4,200	6,000	.....
Rye, bus.....	53,900	48,400	32,000	34,000

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	769,125	286,000	899,900	406,996
Corn, bus.....	1,173,700	1,446,900	830,535	962,735
Oats, bus.....	1,907,844	2,335,000	1,431,100	1,665,600
Barley, bus.....	92,200	139,600	43,390	90,945
Rye, bus.....	52,600	22,800	18,200	29,800
Mill feed, tons...	3,408	5,506	11,080	12,729
Seeds, lbs.....	30,000	840,000	.....	60,000
Broom corn, lbs.	150,000	30,000	90,000	.....
Hay, tons.....	3,350	3,480	864	744
Flour, bbls.....	152,000	185,500	135,942	184,118

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	2,607,719	2,132,476	1,724,840	843,721
Corn, bus.....	161,886	217,803	.....	.....
Oats, bus.....	845,628	783,432	200,000	.....
Barley, bus.....	.....	2,000	.....	.....
Rye, bus.....	37,000	4,000	.....	.....
Timothy sd., bgs.	.....	500	.....	.....
Clover seed, bags	.....	600	.....	.....
Flax seed, bus...	96,055	60,200	.....	.....
Hay, tons.....	5,258	6,785	.....	.....
Flour, bbls.....	134,043	145,822	36,245	58,643

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	1915.	1914.	1915.	1914.
Wheat, bus.....	3,827,483	4,243,857	2,892,950	3,218,050
Corn, bus.....	944,400	1,559,800	527,060	1,018,790
Oats, bus.....	1,817,300	2,437,850	767,700	2,310,860
Barley, bus.....	24,000	57,750	4,630	11,060
Rye, bus.....	70,420	91,500	24,290	53,470
Flax seed, bus...	.....	1,200	.....	.....
Hay, tons.....	23,980	31,730	13,545	17,265
Flour, bbls.....	291,410	377,520	359,970	395,055

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Articles.	1915.	1914.	1915.	1914.
Wheat, ctls.....	244,955	.....	20,392	.....
Corn, ctls.....	10,160	.....	8,978	.....
Oats, ctls.....	87,765	.....	6,749	.....
Barley, ctls.....	842,754	.....	724,087	.....
Rye, ctls.....	790	.....	.....	.....
Hay, tons.....	18,406	.....	6,680	.....
Flour, bbls.....	99,252	.....	50,397	.....

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Articles.	Receipts.		Shipments.	
	1915.	1914.	1915.	1914.
Wheat, bus.....	709,000	775,000	476,900	164,300
Corn, bus.....	255,800	243,600	62,200	62,300
Oats, bus.....	678,400	1,347,200	297,800	483,200
Barley, bus.....	2,000	3,000	.....	.....
Rye, bus.....	24,000	9,000	9,600	12,600
Timothy sd., bgs.	569	901	500	.....
Clover seed, lbs....	442	2,725	.....	.....
Alsike, bags.....	1,839	1,964	.....	.....



## TRADE NOTES

E. Brezinsky, who has been lately representing an engineering firm in Russia, is traveling in the Northwest in the interests of the Strong-Scott Manufacturing Company of Minneapolis, Minn.

The Weller Manufacturing Company of Chicago has taken no war orders, partly from ideals of peace and partly because their plant has been operated to the limit this year on regular grain elevator work.

The Consumer Manufacturing Company of Cadillac, Mich., has sold the rights to sell its smut and seed machines in territory west of the Mississippi River to the Manson-Campbell Company of Kansas City, Mo.

The Barnett & Record Company of Minneapolis, Minn., has been awarded the contract for the new 1,250,000-bushel grain elevator which the Chicago & Northwestern Railroad Company will build at Milwaukee, Wis.

The Great Western Manufacturing Company of Leavenworth, Kan., has benefited from the bountiful crops that have visited the Southwestern territory this year. All departments of this large plant have been busy, particularly on grain elevator machinery and power transmission lines.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., closed the contract recently with Nye, Schneider, Fowler Company of Fremont, Neb., for a 750-bushel Morris Grain Drier. They are erecting a new fireproof building in which to install the drier and expect to have same in operation by September 20.

The Reliance Construction Company, grain elevator builders of Indianapolis, Ind., has enjoyed one of the busiest seasons in its history. This is one of the oldest elevator building concerns in the Middle West working mostly on country elevators, and a Reliance house is known as one of the most substantial elevators built.

In its Safety Bulletin No. 8, the Millers' Mutual Casualty Insurance Company of Chicago, Ill., calls attention to the many serious accidents being reported in grain elevators. The majority of these are due to falls and operators are urged not to expose themselves unnecessarily to this danger, but us every precaution to insure safety.

The Climax Scoop Truck is one of the handiest devices about the elevator or warehouse. Its essential feature is a pair of wheels on which the truck runs making its carrying capacity larger and easier to handle. It is manufactured by the Detroit Scoop-Truck Company of Detroit, Mich., and is so substantially built that its life is practically unlimited.

"The Monarch Line of Mill Supplies" is the title of Section L, No. 115, just issued by Sprout, Waldron & Co., of Muncy, Pa. It is devoted to the smaller accessories of the grain elevator and mill plant, such as mill and elevator brushes and dusters, bag samplers, attachments for detachable sprocket chains, etc., and is attractively prepared and elaborately illustrated.

Janse Bros., Boomer, Hughes & Crain, have opened a general office in the Dime Savings Bank Building at Detroit, Mich., under the management of A. M. Crain to further their general grain elevator building and contracting business in Central territory. The company is composed of Janse Bros., large railroad contractors with offices in Calgary, Alberta; Boomer & Hughes, who have been engaged in the general contracting business for years with headquarters at Spokane, Wash., and A. M. Crain, who is manager of the company. Mr. Crain is a member of the American Society of Civil Engineers, with wide experience in railroad building work, and has completed a number of large contracts for the Canadian Pacific Railway.

Among the large work which the company has done was the construction of the Calgary Internal Storage Elevator with a capacity of 2,500,000 bushels at Calgary, Alberta, and the company has a record of almost invariably completing their work in less time than is called for in their contracts.

J. Cooper Stratton, who has been associated with the Burrell Engineering & Construction Company of Chicago for the past thirteen years, has taken an interest in the 3 Americas Company of Chicago and became identified with this concern September 1. This company has done a great deal of foreign grain elevator construction work and will pay more attention hereafter to building grain elevators in this country.

Stanley William Watson, the progressive son of a progressive father, spent a part of his vacation in Chicago. Mr. Watson, senior, has offices in the Western Union Building, Chicago, and represents



BASE BALL TEAM OF THE CHARTER GAS ENGINE COMPANY, STERLING, ILL.

the S. Howes Company of Silver Creek, N. Y., in western territory. Stanley Watson holds a responsible position with the Silver Creek firm in the manufacturing end of the business. During his trip west he visited a number of large terminal elevator and mill plants.

AUTHORITY has been given Chief Grain Inspector Foering of Philadelphia, Pa., to drop the word "new" on inspection reports of winter wheat on and after August 16, 1915.

CARRYING 6,000 tons of wheat, the Japanese steamer Asama Maru sailed for Australia on August 29. This was the first vessel of the season's grain fleet from Puget Sound.

ON August 26, the British steamer Highbury was dispatched from Portland, Ore., by Kerr, Gifford & Co., loaded with 279,548 bushels of wheat, valued at \$257,020. The vessel is headed for Melbourne.

IT is estimated that 1,818,182 cars will be needed to carry the wheat from the prairie provinces of Canada to the seaboard. If they were to be extended in a line it would reach from Montreal to Vancouver four and a half times.

## THE "CHARTER" BASE BALL TEAM

The hold which the great national game has on all classes of Americans is nowhere more strikingly evidenced than in Sterling, Ill. Here there is a Factory League, composed of four leading manufacturing plants of the city. An element of interest to the grain trade is supplied by the fact that one of the members of this league is the Charter Gas Engine Company, whose engines furnish the motive power for so many grain elevators throughout the country. The "Charters" finished second this year in the league, the other members of which are: Keystone Works of the International Harvester Company; Russel, Burdall & Ward; Sterling Manufacturing Company.

Readers of the "American Grain Trade" are already aware that the veteran player, the one with the most attention when he comes to bat or makes a difficult play, is G. M. Robinson, president of the Charter Company. At the first game this year the players presented "The Father of the Factory League," a big bunch of carnations in honor of his sixty-first birthday.

Mr. Robinson was shortstop on the Sterling City team in 1871, and in those early days of bare-handed work, played with and against many, afterward well known professionals. In keeping up his

interest and practice, he has played steadily, of recent years with his factory team, and five years ago organized the Factory League, with its Saturday afternoon double-header.

Mr. Robinson's playing is a first-class testimonial to a life full of activity, of careful living and of keeping alive a playing interest in sports. He simply plays his game as one of the boys, asks and gets no favors except the privilege of a runner for the "Old Man" when on bases. He is slower running to first base than of old, but his fielding and throwing show little deterioration from his old time skill. He keeps his batting eye, and is the hardest man in the league to strike out—a reputation that has been his for 40 years. He can be identified in the accompanying picture by the large "C" on his uniform.

The personnel of the Charter Team for 1915 together with positions in the Charter Factory are as follows:

Top Row, left to right—McCallister, left field [draughtsman]; Plunkett, right field, [moulder]; G. M. Robinson, shortstop [president]; Ryberg, third base and pitcher [machinist].



Middle Row—F. Duhm, first base [machinist]; W. A. Robinson, center field [superintendent]; Beales, substitute [moulder]; Thomas, second base [bookkeeper].

Bottom Row—C. Duhm, pitcher and third base [apprentice]; Andreas, catcher [helper].

The Charter Gas Engine Company had its beginning just before the Civil War. It was originally the Williams & Orton Manufacturing Company, extensive builders of wire rope transmission, mill and elevator machinery. In 1888 the name was changed to the Charter Gas Engine Company, gas and gasoline engines having become almost the sole article of manufacture.

Mr. Robinson started in 1872 as bookkeeper, was made Secretary in 1877 and President in 1890.

### A TEN MILLION BUSHEL ELEVATOR

John S. Metcalf Company of Chicago and Montreal has just been awarded the contract by the Chicago & North-Western Railway Company to act as designing and consulting engineers for its new grain elevator at South Chicago. This plant will be operated by the Armour Grain Company of Chicago, and is to be the largest and most complete grain handling and storing house yet designed by elevator engineers.

It comprises a working house of a million bushels capacity with facilities for receiving grain at the rate of 360 cars in 10 hours and shipping to cars at the same rate. At the same time it will be arranged to dry 90,000 bushels of grain and bleach 240,000 bushels of oats in 10 hours, besides enormous clipping and cleaning capacities.

There will be a marine tower for receiving from vessels at the rate of 20,000 bushels per hour, and a river house equipped to ship to boats at the rate of 120,000 bushels of grain per hour, with a shipping gallery to carry grain out along the wharf for trimming the vessels after they have received the bulk of their load at the river house.

Between the working house and the river house there will be a storage house which will bring the ultimate storage capacity of the plant to approximately 10,000,000 bushels.

All of the machinery will be electrically driven, deriving power from a complete independent power plant of 4,700 horse power. Water tube boilers and turbo-generators will be used.

Complete facilities will be provided for collecting the dust caused by the handling and cleaning of the grain and for sacking this dust or loading in bulk.

An independent office building for convenience of the operators, a welfare building for employees, a shop building and 1,200 feet of wharf are also included in the work. Plans will be submitted to contractors at an early date.

### FREAK OATS IN COURT

Several thousand bushels of oats without hulls are the bone of contention in a lawsuit now pending in North Yakima, Wash. An interesting story is furnished in connection with these hull-less oats, for it is declared that they were all produced from a thimbleful of grain gathered by J. A. Kilby of North Yakima from the wilds of Thibet, where the grain was grown by priests and jealously guarded.

Mr. Kilby was emergency engineer of U. S. Battleship Texas, when that vessel was stationed in Chinese waters in 1908. Efforts to obtain some of the grain failing, Mr. Kilby finally picked up scattered kernels and brought them to this country. Only five grains of the original planting germinated, but these formed the nucleus of the present considerable supply.

The case now pending in court involves the alleged theft of a crop of hull-less oats grown from seed furnished by Mr. Kilby to a farmer named Allen. A receiver was appointed recently for the latter, and found that the crop had been harvested but was unable to locate it. The court took the matter under advisement, but issued an order restraining the defendant from disposing of the hull-less oats.

## NEWS LETTERS

### TOLEDO

E. F. BAKER - - CORRESPONDENT

THERE has been a heavy cash demand on the local market recently which has boosted the price and set Toledo entirely out of line for export trade. This is due to the fact that receipts are very low and the quality of the wheat being received here very poor. For the first time in the history of the business here moisture tests have been taken on wheat to determine the condition and "Big Chief" Culver has had his hands full keeping track of the cars.

Farmers have had the unusual and depressing experience of witnessing the "biggest crop" they ever had come to full head and ripen, then succumb to weather conditions with immense consequent loss to the grower. There seems to be a tendency on the part of many of these farmers to make desperate efforts to save the grain and it has kept the inspection department busy watching each car to see that the entire shipment corresponds with the portion from which the test was made. Many cars have been found where the better grade wheat has been placed on the top, while at the bottom it is badly mixed with mow-burnt and moldy grain. The inspection department will be ready to qualify as full-fledged detectives by the time the season is over.

However, conditions have been improving notably in the past week, and if the present hot weather continues the wheat will grade much better and the corn will progress to a point of safety. It is predicted by those in a position to speak advisedly that two more weeks of hot weather will assure this section of the largest and one of the finest corn crops ever produced here. Millers throughout this section are clamoring for better wheat and the receipts have been entirely too low to supply the call. Last year at this season these same millers had wheat to sell but this season they are compelled to run short of capacity because of inability to secure adequate supplies of a suitable character. Owing to this heavy demand cash wheat was up three and three-quarters on Friday.

It is believed here that farmers are unloading their poorest qualities now and are holding the better grades for higher prices later on in the season. The volume of wheat in this section is heavy but out of 100 cars there will, perhaps, be no more than 20 cars which will grade No. 2 and none that grade Standard. Oats are grading a little better but for the most part they run to No. 3 white. Both wheat and oats will be in better shape if warm weather continues. Corn is in fine shape throughout Ohio, Indiana and Illinois and a magnificent crop will be harvested if weather conditions prove correct. Cash wheat was \$1.13¼ on Friday; September quotations, \$1.13¼; December, \$1.06¼.

\* \* \*

The National Industrial Traffic League held a two days' session in Toledo, this week, which proved of unusual interest and benefit to a large number of grain shippers throughout this section who were in attendance at the meeting. The center of interest was an address delivered by Edgar E. Clark, member of the Interstate Commerce Commission, who addressed an enthusiastic audience at a dinner in the Toledo club rooms on Thursday evening and explained many of the difficult problems with which the Commission is confronted.

He said that the members of the Commission feel

that its membership should be increased and they should be organized into groups as a means of expediting business. He favored amending the present law to provide one period of time for beginning all actions relating to transportation charges, a point which has been one of the contentions of the League.

Commissioner Clark said further that railroads will be built only where there is promise of reasonable return upon the investment and that in his opinion the present need is not so much for new roads as for the improvement of existing lines. He said that in the last analysis a reasonable rate is a question of judgment, and that the judgment that controls is that of a disinterested tribunal, after full hearing and proper investigation. He commended the valuation of transportation lines now being made by the Federal government as a great aid in determining reasonable rates. He stated that rates in Europe are higher than in this country and that government-owned carriers have not proven satisfactory.

His address culminated in an appeal for co-operation on the part of shippers and particularly the National and Industrial Traffic League, which he commended highly. A number of the Toledo grain men attended the banquet and took general part in the program of the sessions. In speaking of the meeting and of Commissioner Clark's address, F. O. Paddock, president of the Toledo Produce Exchange, heartily endorsed the statements of Commissioner Clark. Mr. Paddock has been one of the most prominent factors in securing for Toledo grain men the traffic privileges which for some time have proven of such great value to this market. As a result of his efforts in behalf of the Exchange in the securing of rate concessions which place Toledo on a par with Chicago, local receipts of wheat have been increased from three to five million bushels during the past year.

\* \* \*

Quite a number of the Toledo grain men are planning to go to Peoria, Ill., next month for the convention of the Grain Dealers' National Association to be held there. Among those already making their arrangements are F. O. Paddock, Fred Mayer, E. L. Southworth, Jesse Young, John Wickenhiser, and Chief Grain Inspector Culver. Fred Mayer, chairman of the Committee on Telephone and Telegraph Service; Kenton D. Keilholtz, chairman of the Committee on Crop Reports; and John Wickenhiser, chairman of the Committee on General Conditions, will all have reports to make to the Convention.

\* \* \*

A crop expert of Chicago, who recently covered 300 miles of territory in northwestern Ohio, is authority for the statement that the clover seed crop in Williams County, Ohio, will surpass all other years in yields.

\* \* \*

A. W. Boardman, a Toledo grain man, is anxious to be mayor of Toledo and his chances look pretty good. Last Thursday for a little while Mr. Boardman was in such a beatific state of mind, however, that he didn't care a rap whether he was mayor or a street sweeper. This was the hour when he was notified that he had become "grandpa" to a charming but tiny mite of humanity who will in the distant future be known as "Miss Boardman." The little lady is the daughter of Bert Boardman, almost as well known and well liked as his daddy.

\* \* \*

The Toledo Commerce Club is arranging to send another carload of wheat to Belgium. Acting Secretary Saxton reported enough money on hand for the purpose and the Belgian minister at Washington has made the request that wheat alone be sent,



as Belgium has made arrangements for grinding the grain and employment will thus be given to a great many needy people.

\* \* \*

Old Fort, in Seneca County, has been granted an agricultural school which will be held by the state at that place November 22 to 26. Five instructors will be sent from the Ohio State University. Crops and soils will be among the subjects taken up.

\* \* \*

Fred Mayer, of J. F. Zahm & Co., while deploring the fact that business generally has been light as compared with former years, has immense faith in Toledo. Said he: "Toledo has kept up fully as well, if not better than other cities of its size during this off year, and I predict a great future for this city both as a municipality and an important grain center. Following the rate concessions secured for Toledo a year ago we would undoubtedly have had one of the best years in history from a business standpoint had conditions been normal. Owing to the bad weather and the war, conditions have been abnormal, and Toledo, as has every other city, has of course suffered ill effects. One of our crying needs is more elevators and I believe that as the railroads get out from under the business handicaps from which they have suffered for many months this need will be recognized and elevators built. There is a good call for wheat from the small mills and high prices are being paid."

## PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

THE oats situation and the probable outcome is annoying the receivers here and the trade in general more than a little. To clean up the stained product for years was a vexed question, until the present process of sulphurizing began, and after many contentions, inspections, investigations and chemical analysis by the grain exchanges throughout the country, it was finally agreed to allow the sulphurized product. This was claimed to be in reality a harmless transformation, solely intended to clean up and whiten and make more attractive in appearance for market purposes large quantities of oats which would otherwise be almost impossible to dispose of except at a great loss to the farmers and the oats trade in general. The general opinion was that outside of its cleaning up and bleaching results, the use of sulphur was conducive to health and clearly in line with hygienic laws. Ultimately the National Government allowed oats treated with this process to pass, but only under the name of purified oats, when kept up to the official standard.

It is practically agreed that this sulphurizing process is followed with an absorption of at least 3 per cent of moisture, which has not been thus far regarded as very serious, when the most scientific drying machinery is a regular adjunct in the equipment of every modern grain elevator in these times. But here comes a crop season that as to continuous rain, showers, dampness, and moisture never has been equaled in the grain crop history of this country, and the resulting consequences are that wheat, corn and oats in large proportions everywhere have absorbed an abundance of moisture. It is now given out here that the United States Government authorities will insist upon an elimination of this excess of moisture in the oats, and the trade will be held strictly responsible to this order of things and there will be no let up in any instance, nor any suspension of the iron clad rule. And this is what is causing great alarm among the oats men on the 'Change.

\* \* \*

Although the inspection department at this port is fair and just, it is of the most rigid and unbending character. Therefore, it goes without saying that there have been some vigorous kicks of late

by some of the big grain handlers that inspections are too strict. At other leading grain terminals and exports, high grading complaints are said to be plentiful and all on account of the wet weather season. It is but just to state right here the United States Government crop experts, thus far in the case of a reference dispute have invariably endorsed the action of the chief grain inspector, and while that is consoling, his impartial path of duty has not been strewn with garlands and blooming roses.

The oats trade here are awaiting the announcement from Washington headquarters, and the wheat receivers and shippers and milling interests are looking forward for some relief in their line of business as well.

\* \* \*

The receipts of oats for the past 14 years are placed at 180,344,532 bushels, while the exports during the same time foot up only 42,447,234 bushels, and stimulated by the European war demands, the receipts of oats covering the eight months of this year amount to 12,320,103 bushels, and the exports for the same period total 7,190,855 bushels and by way of conclusion it may be said that up to date on the new crop there is not a bushel of No. 2 white oats in all of the big grain elevators, which have a running stock of 80,000 bushels, and there is none of that grade on the market here.

\* \* \*

Complaints are coming in from the nearby dairy districts that the alfalfa feeds are giving the butter products, a peculiar flavor, although not particularly disagreeable.

\* \* \*

The Armour Grain Company of Chicago have not only become members of the Commercial Exchange, but have installed a private wire and placed a permanent booth along the grain floor. J. B. Pultz & Co. represent them.

\* \* \*

With its increased roll of members worked up to the auxiliary class now numbering nearly 5,000, the Chamber of Commerce, formerly the Trades League, have taken quarters in the new Widener Building at Thirteenth and Chestnut Streets and will occupy a goodly portion of the eleventh floor, and on September 25 a grand home welcome will be given. They have occupied rooms on the second floor of the Bourse since its erection in 1895.

\* \* \*

The Greek steamship *Crios* that loaded at the Port Richmond piers with a cargo of 238,762 bushels of wheat, valued at \$286,514.40, has arrived at Rotterdam in the charge of the agents of the Belgian relief commission and is now being distributed to the needy people of that country. A number of similar shipments of food have been arranged for.

\* \* \*

Keusch & Schwartz Company has discontinued its private wire and operator on the grain floor of the Exchange.

\* \* \*

The grain moisture question brought about by the present weather season, and the advisability of a censorship committee to pass upon crop advices and reports that reach the leading grain exchanges and boards of trade from time to time are talked of here as proper subjects for the Peoria Grain Dealers' National Convention to take suitable action on.

\* \* \*

William M. Richardson of Richardson Brothers has been entertaining several of the largest European grain buyers who are seeking to make contracts for war food supplies.

\* \* \*

Harvey C. Miller, the new president of the Merchants' Warehouse Company of Philadelphia, has adopted a number of new methods and up-to-date ideas in the interest of the general, grain, flour, hay and feed trade. He also become known as the "President of Presidents," being the head official of the Southern Steamship Company, the Keystone Elevator and Warehouse Company, of this city, the leading spirit in the grain firm of L. F. Miller & Sons, the president of the Keystone Warehouse

Company of Buffalo, N. Y., and finds time to look after the treasurership of the Home Mission Board of the Reformed Church.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

ENLARGEMENT of the elevator capacity at the Head of the Lake was forecasted last week in the purchase by the Itasca Elevator Company of the Minkota and Commander mill property, embracing a frontage of 545 feet on the Hewitt slip at Superior from the American Milling Company and the Atwood-Stone Company. The amount of the consideration was not given, but it is generally understood that the deal was one of the largest in dock property that has been closed up in Duluth for a long time.

In commenting upon the transaction, M. L. Jenks, secretary of the Itasca Elevator Company, said that the object in making the purchase was that his concern might be placed in position to build an additional plant whenever such step is thought desirable. The property was offered for sale at figures that were thought advantageous, and it was picked up as an investment.

There have been no further developments in connection with new elevator construction at Duluth so far this fall, but important announcements in that connection are expected at any time now.

It is intimated that in view of the adjustment of the Wisconsin elevator taxes difficulty, and the prospective record grain receipts at this point during the next few months, the Hill interests who are the owners of the Great Northern system of houses at Superior, wished to proceed at once with the building of their proposed new 3,500,000-bushel house. A. D. Thomson & Co., the operators of the plants, protested against the undertaking being gone ahead with this fall on account of the interference that would result in taking care of the grain movement during the rush up to the close of navigation. Interests in touch with the situation are sanguine that the contract for the new house will be let shortly after the beginning of the new year.

\* \* \*

Operators specializing in coarse grains at Duluth are counting upon a busy marketing season. The oats crop has been enormous in the three Northwest states, yields running all the way up to 100 bushels an acre being reported.

\* \* \*

R. M. White of the White Grain Company says that the quality of the oats that have come to hand so far has surpassed anything in his experience in the trade. On account of the grading of oats in the Southwest having been affected by the bad weather during the harvesting he looks forward to an extra demand coming for the Northwest product. Dealers are now showing a good inclination to pick up oats, as they believe that prices are on a reasonable basis.

Hay is coming to hand here in splendid condition and though the season is early some demand is already springing up from dairymen and stockers, according to Mr. White. On account of the dry weather conditions during August, he thinks that the hay feeding season will be a month or six weeks longer than last year, and that the Northwest will consequently have very little surplus hay left for the Eastern markets.

\* \* \*

Touching upon the exchange problem Julius H. Barnes, of the Barnes-Ames Company, expressed the hope in the course of a recent interview on the Duluth Board of Trade that the problem would be satisfactorily adjusted as a result of the coming visit to this country of a delegation of English French bankers to consult with financial men at New York. "As it is now, everything is in a chaotic condition in the grain trade," he said. "With an enormous crop to handle in this country and Canada, it is to be noted that foreigners are not



coming into the market to any extent, and it looks now as if prices will have to be put low to tempt them." Mr. Barnes, who is chairman of the American Exporters' Committee, has spent the greater portion of the past 12 months in New York in order to be in position to take up questions as they developed.

\* \* \*

Interest has been aroused in flaxseed trade circles through the appointment of E. Rheinberger as Duluth agent for Spencer Kellogg & Sons, Inc., taking the position made vacant through the death of Harry J. Cooney while on his return home from a trip to Argentina last July. Mr. Rheinberger has been connected with the Duluth office of his company for a number of years, and he is held in high regard among his associates.

\* \* \*

The grain movement here for the season began in earnest right after Labor Day, and expectations now are that the tonnage handled between now and the close of navigation will set new high records. A heavy tonnage of wheat has been bought to arrive during the present month and vessel space to handle it for shipment to the Lower Lakes ports has been contracted for. Fears of a serious elevator congestion, both here and at Buffalo, are being entertained by operators. For that the bumper crops of all cereals in the Northwest, in conjunction with the probability of a limited export demand will be responsible. It is regarded as certain that the Canadian exportable surplus, estimated all the way up to 150,000,000 bushels, will be moved out first. Growers up there will be forced by the banking interests according to reports to realize upon their crops as early as possible, and that Canadian exporters have placed themselves in line for business is shown in the fact that October wheat at Winnipeg is now quoted on a basis of 6 cents under the Duluth September future. The exchange situation is another factor in favor of the Canadian operator at present.

\* \* \*

Bears have been right on top in the wheat markets during the past month. The factors have been the bumper crop, lack of demand from exporters, and a prospective congestion at both the Upper and Lower Lakes elevators comparatively early in the winter. Some prominent operators on the Duluth Board of Trade are reported to have sized up the situation and to have pulled down some fat profits on the short side. The opportunity that has been afforded is attested in declines of around 16% cents within the last four weeks in the September, December and May futures. After paying fancy premiums extending up to 39 cents over September for old wheat on the tracks early in August, dealers are now paying only 2 cents over September. A pleasing feature commented upon by operators is the uniformly high grading of the wheat inspected so far. The great bulk of the new season's crop so far marketed at Duluth has been given one northern grade by the State inspection department, and there has been a fair sprinkling of no hard wheat in the lot.

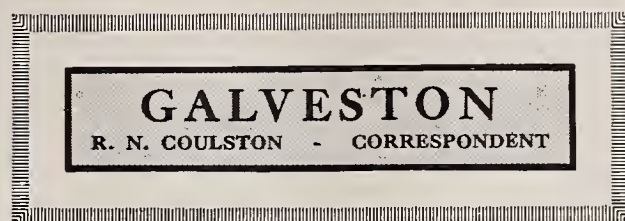
\* \* \*

A scramble for vessel tonnage promises to develop this fall. Already the rate on wheat from the Head of the Lakes to Buffalo has been advanced to over 2 cents a bushel and steamers have been taken at 2½ cents this week. Space for winter storage has been engaged at 4½ cents. Vesselmen do not appear to be anxious to contract ahead for tonnage even at the present basis, as they are sanguine that rates will be advanced further in the near future owing to the heavy inquiry from shippers of iron ore.

\* \* \*

Duluth commission houses are sanguine that the present season will easily surpass the record one of 1912 in the tally of grain handled. Said W. C. Mitchell of Randall, Gee & Mitchell Company, on that score this week: "Our representatives over the country express the opinion that the final government report of the year will show a much larger yield than the 322,000,000 bushels estimate in the last report. Acreage yields are far surpassing the

estimates at every point where much threshing has been done. The same condition applies to oats, rye and barley. In so far as I can judge, there is sufficient grain in the country to keep the transportation companies busy up till next spring in handling it. On account of its quality spring wheat and Northwest oats should command a fair premium over grain grown in the Middle and Southwestern States."



THE storm which swept over Galveston on August 16 and 17 was much more severe than the disastrous hurricane of 1900, but the total damage and loss of life was much less on account of the great sea wall and other protection which has been added to the city since that time. Naturally, first reports received by the outside world were much exaggerated. Wire service was

this is not the case. Eleven ocean carriers were in port on August 16, and all will take cargoes from here. The remainder have arrived since that time, coming on to Galveston at the assurance of shippers and agents that the port of Galveston has been but temporarily crippled. In only three cases out of a total of 40 have steamers been diverted to other ports, a remarkable record.

The 40 steamships booked for September-October sailing from the port of Galveston, of which 10 are now in port, are for the following destinations: Liverpool, 14; Manchester, 4; Havre, 5; Genoa, 7; Naples, 3; Barcelona, 6, and Christiania and Gothenburg, 1.

\* \* \*

W. P. Stewart, in charge of the United States weather bureau office in Galveston, was presented on September 10 with a handsome gold watch and fob as a token of appreciation from the citizens of Galveston for his work and timely warnings during the recent Texas coast storm. By means of telegraph, telephone and motorcycle riders Mr. Stewart warned hundreds of persons living in the outlying districts of the approach of the storm. He remained at his office 56 hours continuously on duty. The Galveston Commercial Association also



ELEVATOR "B," GALVESTON, AFTER THE STORM

interrupted for several days and there was a serious shortage of drinking water. However, on August 20, water service in the city mains was again resumed and the city was also placed in communication with the rest of the country by wire.

None of the grain elevators was damaged very much. Out-buildings and docks were smashed in a number of instances but the main structures remain intact. The accompanying illustration, taken by F. A. Gildersleeve of Waco, shortly after the storm, shows Elevator B at Pier 29, which was undamaged, though wreckage is piled up high around it.

There were about 530 cars of grain on track when the storm struck Galveston. Of this number, 67 were on tracks high enough to escape the flood. The remaining 463 cars were in water so that from one-tenth to one-third of their contents were water-soaked. As soon as the elevators were put in shape for use this wet grain was removed and dried and latest reports say that the total loss on the grain will be very little.

The temporary trestle work at the causeway is completed, trains are being run over it and railways are accepting grain shipments for the port. The debris on the waterfront is rapidly disappearing. Gangs of men, employed for two weeks from Pier 10 to Pier 40, have rapidly cleared away the effects of the wind and water.

It was feared, at first, that the large number of steamers scheduled for the port of Galveston for September would have to be diverted. A hasty survey of the waterfront by shippers proved that

adopted formal resolutions commending the efficient work of the Weather Bureau.

\* \* \*

An unusual export cargo left Galveston recently when the British steamer *West Wales* cleared for Rio de Janeiro, carrying 236,000 bushels of wheat. This is the first shipment of wheat to South America this season. Last year on account of the failure of the South American crop, several ships carried United States wheat below the Equator.

\* \* \*

The suggestion has been made that Galveston study the port of Rotterdam, which is built up in the North Sea and in point of location is very similar to Galveston. The safeguarding of the Netherlands port from the ravages of the sea is well-nigh perfect and it is probable that, if the suggestion is adopted, a committee of engineers will visit Rotterdam and collect necessary data.

\* \* \*

Houston formally assumed its place among Gulf seaports with the opening of the new ship channel on August 19. This channel, 50 miles long, 27 feet deep and 200 feet wide at the bottom, connects the city with deep water at the Galveston jetties. A concrete wharf and warehouse have been constructed at a cost of \$300,000, and there is available a fund of \$3,000,000 for constructing permanent harbor facilities, to be administered by the public harbor board.

Buffalo Bayou, running from Houston to the Gulf of Mexico, has been widened and deepened from time to time during the past 40 years by Govern-



ment appropriation. In 1912 the plan for the present channel was adopted, and, in order to hasten its completion, Harris County and the city of Houston agreed to pay half the cost, estimated at \$2,500,000. The work was carried out by the Federal Board of Engineers and the completed channel was turned over to the Harris County Navigation Board in August, 1914. This was nearly a year in advance of the time estimated for the completion of the channel work. Since that time work on the terminal facilities has been rushed. At the city end of the channel, above the wharf, is a turning basin 1,200 feet long by 900 feet wide and 27 feet deep.

Under the agreement with the Government for the construction of this ship channel, wharfage is to be free to all ships. Two dredges have been provided to maintain the depth of the channel, at a cost of \$250,000 each, one being paid for by the Federal Government and the other by the city of Houston and Harris County. The operation of the dredges and the maintenance of the channel will be in charge of the district engineer.

Houston is already an important distributing center, with 17 lines of railway, and it is expected that the establishment of regular ship lines for general cargo will increase its importance. The Boca Grande Steamship Company is already operating a bi-weekly service between New Orleans and Houston, and the inauguration of the Atlantic, Gulf & West Indies Line service will provide direct connection with New York.

## CINCINNATI

K. C. GRAIN - - CORRESPONDENT

As might be expected, by reason of the size, activity, and general influence of the Cincinnati Hay and Grain Exchange of the Chamber of Commerce, that body took a leading part in the recent annual outing of the Chamber at Coney Island. The members formed a conspicuous section of the big procession in which the leading business men of the city marched to the Coney boats, and were equally prominent when the several thousand members reached the river amusement resort. One of the grain men had secretly planned to mar the carnival spirit of the occasion by having a grain ticker installed in the Coney club house, in order that he might take an occasional peek at the market. Inasmuch as business was absolutely taboo for the afternoon of the outing, however, he was prevented by divers threats of punishment from carrying out this plan, and the day passed off without anything even remotely smacking of business being permitted.

\* \* \*

J. Charles McCullough, the grain and seed man, returned a short time ago from an extended trip through the West and the Pacific Coast country, on which, accompanied by his family, he took in the two expositions and all of the places of interest in that interesting part of the country. He was welcomed back on 'Change with considerable enthusiasm by the stay-at-homes.

\* \* \*

The Western Ohio Grain & Milling Company has been incorporated at St. Henry, Ohio, with a capital stock of \$20,000, by Joseph J. Moeller, Ben T. Post, J. E. Lange, L. E. Franck, Frank Brunswick and John Emmelgarn. The company will erect an elevator for operation in connection with a small milling plant, and will handle a general grain business.

\* \* \*

Paul Van Leunen and J. W. Van Leunen, the former for some time a grain trader on the Cincinnati Exchange save for a recent interim during which he was away from the city with other connections, have formed a partnership under the name of Van Leunen & Co., to handle a general grain business, with offices at 405 Union Central Life Building. A direct wire to Chicago has been installed, with a

full ticker service and quotation board for the benefit of clients, and the firm is thus prepared to take care of all commissions acceptably. The firm is associated with E. W. Wagner & Co., of Chicago, dealers in grain, provisions, stocks and cotton, and will take care of business in all of those lines, although it will specialize in grain. Paul Van Leunen is in charge of the office.

\* \* \*

The effect of the continuous wet weather has been noticeable in this vicinity by dealers and shippers, not only in the state of the crops in the fields, but in the state of the grain received. The excessive moisture has in many cases threatened serious deterioration of grain in cars, and elevators with drying facilities have had all of this kind of work they could attend to. However, there has been less trouble than might have been anticipated in view of the extraordinary season which has been experienced, and the volume of business has been all that could be desired. In fact, with the slow grading resulting from the state of the grain, receipts have run far ahead of the work of the inspectors, this being especially true, of course, of wheat.

\* \* \*

The last Saturday afternoon of the Carthage Fair was marked by the attendance in a body of the Grain and Hay Exchange, in pursuance of arrangements to that effect indicated by the Chamber of Commerce. The Exchange was glad to give this recognition to the Hamilton County Fair, which is a real, healthy, farmer-like county fair, in spite of the fact that it is held in the same county with one of the largest cities in the country. Probably few cities can boast of so thoroughly practical a fair so closely associated with them, and Cincinnati's grain men, being peculiarly interested in things agricultural, take a special pride in the annual fair at Carthage in consequence. Despite bad weather, the fair this year was up to its usual standards of excellence, and exhibits were good, although farmers are getting somewhat nervous over the effect of the cold weather on their corn, as well as over possible damage to wheat still in the field, as much of it was at that time.

\* \* \*

Ohio has at least one wheat-grower whose example is worth emulation by the entire country in the person of young Dewey Hanes, of Arcanum, Darke County, who has again approached a world's record by producing 55½ bushels of wheat on an acre. In 1912 he raised 119.1 bushels of corn on an acre, winning a championship thereby. He ascribes his success with grain raising to care in seed selection and the treatment of the soil, as well as the care of the young crop. It is unnecessary to set out in figures the enormous amount of the national yield if all farmers were able even to approximate these figures.

\* \* \*

The Yocum-Hagenbuch grain elevator site at Urbana, Ohio, has been leased by the Freedom Oil Company, which will construct there three big oil storage tanks.

\* \* \*

C. O. Lothamer, manager of the Canton Feed & Milling Company, of Canton, Ohio, voiced a very general opinion recently when he pointed out the desirability of a larger corn crop in that vicinity, as well as elsewhere in Ohio. He stated that his company buys on an average 20,000 bushels of corn a month from outside of Starks County, and at least 15,000 bushels of oats, which might as well be raised in the county. It seems, however, that farmers in Ohio are neglecting corn and oats to their detriment, raising wheat almost exclusively, so that of the two former crops the average farmer raises virtually none for market, and sometimes hardly enough for the use of his own stock.

\* \* \*

The annual "Korn Carnival" of Portsmouth, Ohio, which has come to be an event widely participated in by those in that corner of the Ohio Valley, is to be held this year October 6, 7, 8 and 9, and the Business Men's Association of the city is busily engaged in boosting the affair for those dates. A wide variety of industrial and mercantile exhibits

have been arranged for, in addition to those covering corn and other crops, which justify the name of the carnival. It is really a sort of harvest festival, in which, very appropriately, corn is king, and this year is expected to be one of the best ever staged, by reason of the excellent crops reported all through southern Ohio.

\* \* \*

The home of John Myers, a grain man of St. Paris, Ohio, was recently destroyed by fire, which is believed to have started from crossed electric wires. The loss on house and furniture was fully covered by insurance.

\* \* \*

The Silver Elevator, at West Jefferson, Ohio, was one of the first business concerns in the town to use electric current for power purposes, the Ohio Electric Company having turned on the "juice" in the town only a short time ago. The elevator had its motors in place waiting for the current, and now claims to be one of the most up-to-date of its size in the state.

## INDIANAPOLIS

F. J. MILLER - - CORRESPONDENT

MORE and better wheat is being handled by Indiana grain dealers and it seems that the enormous wheat losses reported last month have reached their highest point and that conditions for the remainder of the month will be more favorable. September has been almost as lacking in rain as July and early August were overabundant in it. The result has been that farmers have worked desperately to harvest and preserve the great part of their crops which had survived the trying summer and early fall.

Just as strenuous an effort has been made all over the state to get in the oats crop, which is turning out better in proportion than the wheat. An instance of how this late activity in Indiana is paralleled by a case in Danville, Ill., just across the border. There a Methodist minister preached a week ago on the subject, "Would Jesus Christ, were He living today, thresh on Sunday, if He knew that by so doing he would save \$10,000?" The pastor talked to empty pews, as most of the members of his congregation were threshing oats. More than twelve thousand machines were in operation in one county that Sunday, so anxious were the farmers to save their grain.

\* \* \*

"The dryer weather of early September is having a very visible effect on the improvement of the condition of wheat," is the report of the Bert A. Boyd Grain Company. Other Indianapolis dealers report the same encouraging experience.

\* \* \*

Russell Mansfield, of the Jordan & Scholl staff in the Board of Trade Building, confided to some of his friends the fact that he has evolved a way to get a vacation. He missed one last year and decided to make definite plans this year. So he arranged matters with Miss Nell Sharkey, an attractive Indianapolis girl, who will be known as Mrs. Mansfield after September 20.

\* \* \*

The wholesale feed store of Wides Bros., 118-120 East Georgia street, was damaged to the extent of \$200 by fire thought to have been started by spontaneous combustion. Two horses were rescued and the fire was confined principally to a quantity of baled hay. Members of the salvage corps spread tarpaulins over hay and feed and saved a greater loss. The amount was covered by insurance, Julius Wides, a member of the firm said.

\* \* \*

J. F. Winebrenner, Son & Co., proprietors of a grain elevator and coal business in Huntington, Ind., have filed a partnership petition in bankruptcy in the federal court here. The partnership liabilities amount to \$19,943.72 and the assets were



given as \$15,770.01. The partners of the firm are J. Frank Winebrenner, Wilbur G. Winebrenner, Claude G. Winebrenner and Michael L. Krieg. The individual petitions of the partners are as follows: J. Frank Winebrenner, debts \$1,854.20, assets \$3,600; Wilbur G. Winebrenner, debts, \$400, assets, \$100; Claude G. Winebrenner, debts \$1,700, no assets, and Michael L. Krieg, debts \$1,800, assets \$1,000.

\* \* \*

During a fire which destroyed the John Phillips elevator at Star City, Ind., Mrs. H. C. Stephens, wife of a prominent physician, dropped dead as a result of the excitement. Eight thousand bushels of oats, 2,000 bushels of wheat and 500 bushels of corn were destroyed in the building and the loss was \$35,000, nearly all covered by insurance. Much of the grain was wet, as it had been harvested in rainy weather, and it is believed that spontaneous combustion caused the fire. Cyrus Mullan, an employe of the elevator, had a narrow escape from death, as he was in the upper part of the elevator when the fire began and barely escaped. The Logansport fire department was sent to Star City on a special train when it appeared that the business district of the town was about to be swept away. It saved the threatened district.

\* \* \*

Indiana's grain will not be all threshed until the later part of September, reports received from many counties show. Wheat yield everywhere has been far above the average, but the amount actually harvested and made usable after the heavy rains of August was cut down hundreds of thousands of bushels. Oats threshing was delayed, but the grain did not suffer as extensively as wheat. Benton and some other counties expect the largest corn crop in years. In some localities where rain has been more than usually excessive and accompanied by high winds, considerable corn has been blown down. In many places it has made an unusually rank growth, stalks being so tall that they have to be broken.

\* \* \*

Grain men about the state have been much interested in a recent discussion of the "anti-grain storage law," as it has been called. Charles B. Riley, secretary of the Indiana Grain Dealers' Association, and John A. Lapp, head of the Indiana bureau of legislative information, appeared to differ on their interpretation of the laws governing grain storage and considerable space was given in the Indianapolis and other papers to the matter. The general opinion of each, however, amounted to much the same thing, when the arguments were put in a few words, but nothing in the nature of an official statement has been issued and many persons are still wondering what the law really does say.

The misunderstanding developed from rumors which spread about the state that a new law prohibited the storage of grain in warehouses. Mr. Lapp gave out a public statement saying that every farmer had a right to store grain as long as he wanted and to get all the profit he could from this. He told of inquiries that had been directed to state officials from grain men who thought the privilege of storing grain was to be limited. Mr. Lapp said:

If a man wishes to buy grain only, and not to store, he may do so, for he becomes merely a buyer and is not a warehouseman at all. But if he engages in storing grain subject to the laws, he is a warehouseman and is subject to the law and the regulations of the public service commission. Of course any warehouseman or elevator owner who wishes to go out of the storing business may do so, but they must go entirely out of the business of storage or be classed as warehousemen.

A letter sent to Indiana county agents by Lapp was interpreted as saying that "grain warehouses are compelled to accept grain on storage." The latter statement Mr. Riley disputed as follows:

Mr. Lapp has overlooked the fact that elevators, mills, etc., are strictly private property and the storage of grain or other produce in them is wholly a voluntary matter, and only such warehouses as desire to store are permitted to, and when the privilege is exercised, the warehouse, elevator, mill, etc., are thus brought under the law and the jurisdiction of the Public Service Commission. Such as elect to store grain are required to file schedules of rates and otherwise qualify as storage houses. There is no law in this state that would permit or require warehouses or elevators generally to perform this service, and as stated, it is wholly a voluntary mat-

ter with the warehouse or elevator man, whether he comes in or not, and but few, if any, would wish to qualify, if they have to comply with the rules, regulations, etc., of the commission.

The net result of the discussion then, is the unofficial opinion that as soon as an elevator begins to store for any party except the owner, at that instant it becomes a public utility, under the Indiana law, and must file a schedule of rates with the public utility commission, give "adequate service at a just and reasonable price, without discrimination," and be subject to regulation by the commission in the same manner as other public utilities.

\* \* \*

A loss estimated at more than \$60,000 was suffered when the grain elevator owned by Martin Cutsinger, at Edinburg, Ind., caught fire early on the morning of September 11 and was burned. There was no watchman at the place and the fire was beyond control when discovered. Mr. Cutsinger was soon on the scene, but could do nothing himself. Several Pennsylvania freight cars were also burned. The elevator contained 40,000 bushels of wheat. A dry kiln and veneer plant nearby were saved. Insurance of \$10,000 was carried on the building, which was valued at \$15,000, and the wheat was insured for \$36,000.

## NEW YORK

C. K. TRAFTON - - CORRESPONDENT

MANY members of the grain trade in the New York market were inclined to regard the September crop report of the Department of Agriculture with more or less dissatisfaction, to say the least. They admitted that the report was satisfactory and generally about as expected respecting the spring wheat crop, but this in their opinion was largely nullified by the fact that the Department practically ignored the winter wheat crop, merely repeating its former figures. While it may be said, no doubt, in extenuation that it has not been customary to give the final figures on winter wheat before October, nevertheless it is argued that no arbitrary law is known to exist that would compel the Department to adhere absolutely under all circumstances to such a method of procedure. In short, experienced members of the trade feel that the Department has the power to deviate from such long established rules when warranted by conditions such as now existing. In other words, it is plainly evident that the reports are issued for the benefit of the public, and hence if deviations from former rules are necessary, why not make them as soon as possible and not wait for a month or more as was done in this instance?

In the May report the Department placed the winter wheat area at 40,169,000 acres and has not changed this figure since that time, although every well-informed dealer is well aware that a great many acres in winter wheat territory, and especially in the Southwest, were rendered practically worthless by the high winds and the extremely protracted and heavy rainfall. In some places the rainfall was said to be the heaviest on record, which resulted in many fields being inundated, and the water in many instances in bottom-lands remained there for weeks. Consequently it was contended that it was possible to inform the public as to the area abandoned a month or two ago. Moreover, the condition was lowered only slightly during the Spring and Summer, being placed at 84.4 on July 1, against 88.8 on April 1, after rising to 92.9 in May. In a word, the loss between April and July was only 4.4, which is considered ridiculously small in view of the extremely bad weather.

In view of the facts described, it is the consensus of opinion that on revision the area will be found to be materially less than 40,000,000 acres, and furthermore, it is believed that the yield per acre will not reach 16 bushels, instead of 16.4 as pre-

viously alleged. Assuming these claims to be approximately correct, it is believed that the crop of winter wheat has been overestimated at 659,000,000 bushels. Unquestionably the grading has turned out to be decidedly low in many places, some of the grain being unmerchantable, and hence unfit for delivery on contract or for milling, and therefore it seems justifiable to estimate the production at under 650,000,000 bushels, and possibly close to 625,000,000 bushels.

The great scarcity and so-called high cost of domestic corn failed to result as many had anticipated. Throughout the spring and summer nearly all buyers had predicted that the high prices prevailing here would lead to big shipments to this country from Argentina. The fact that prime Argentine corn could be bought in cargo lots c. i. f. New York at or less than the September price in Chicago made it seem certain that consumers on the seaboard, and especially glucose manufacturers, would be eager to import from Argentina, particularly as it was agreed that the corn was of decidedly satisfactory quality. In view of the fact that prime Argentine corn could be bought in this market at about 10 cents per bushel under the cost of domestic of similar quality, and yet remain comparatively dull is puzzling to say the least.

It has been stated by way of explanation that the comparatively light exports from Argentina to this country were caused partly by the great scarcity of ocean freight room and the resultant high rates prevailing, and also the fact that a large part of the surplus in that country was controlled by the British and other European governments, but even then the arguments are by no means conclusive or satisfactory. In some quarters the somewhat puzzling indifference shown to Argentine corn by many of the buying element on the seaboard was largely attributed to the prevailing caution if not timidity.

It will be remembered that about a year ago serious losses were suffered both by buyers and by importers because a large part of the Argentine crop contained an excess of moisture, and hence much that arrived here was in poor condition, unfit for delivery on contracts. This naturally caused much friction and controversy, and as a result many complaints had to be settled by arbitration. Consequently those concerned were put to great inconvenience and anxiety. Therefore the apparent gain in the so-called lower cost was to a great extent nullified. Furthermore, nearly all of the Argentine corn arriving at the seaboard could not be sold profitably to interior or western points. This was largely ascribed to the fact that the various charges, and especially transportation, were so high as to make such transactions unprofitable. This was by some charged to the fact that the railroad rates were strangely higher on west-bound freight than on east-bound.

It is argued by some that if the rail rates westward were no higher than eastward a larger business might have been accomplished. As before stated, the corn now on offer is more satisfactory in quality, but the fear is entertained that it cannot arrive here in time to be sold before the new domestic becomes available. During the past thirty days the arrivals of Argentine corn at the port of New York have aggregated slightly over 1,400,000 bushels.

\* \* \*

George M. Patch, for many years a well known member of the grain trade, has withdrawn from the old grain and provision commission firm of Knight & McDougal.

\* \* \*

Edward F. Clapham, who came from Boston about three years ago and joined the New York produce Exchange, has returned to his former home. Mr. Clapham came here originally to represent J. F. Hammers, grain merchants of Boston, but subsequently severed that connection and became representative for Fagg & Taylor, grain shippers of Milwaukee, Wis. He will continue to represent the latter firm in Boston. During his stay here he made himself highly popular on 'Change



because of his kind and obliging disposition, and before he left he was presented with a testimonial, together with several pieces of fine jewelry by his friends on the floor as a token of their esteem and good wishes. His place in this market will be taken by Charles Costenbader, who has long been a member of the local grain trade.

\* \* \*

A cablegram recently received from Liverpool stated that wheat in Russia could be bought at 28s. 8d. per quarter, whereas corn was bringing more than that in Liverpool, namely, 31s. 6d. It is worthy of note at this juncture that new English wheat is quoted at roundly 42s. per quarter, while American winters and Manitobas are about 49s. In view of the extremely wide difference existing it is easy to perceive why practically everyone concerned is keenly interested in the war proceedings in Turkey. In short, it is the consensus that exceedingly large quantities of grain will be exported through the Dardanelles as soon as those straits are forced open. It is estimated that there is an exportable surplus in Russia and the Balkan States of about 240,000,000 bushels.

It is, of course, realized that an exceedingly large percentage of the surplus in Russia will be exported as speedily as possible, and particularly to Great Britain and France. It is generally admitted that cash is urgently needed in Russia and also that the chief importing countries will gladly furnish the money as soon as the grain can be exported out of the Black Sea. Indeed, it has been rumored more than once that England and France had already advanced large sums of money, partly secured by Russian crops. In other words, Russian grain has already been mortgaged. It is plainly evident, of course, that importers in western Europe will be in no hurry to buy here or in Canada on a large scale if they see even a slight possibility of buying in Russia in the near future at such a striking discount.

\* \* \*

It was announced on the New York Produce Exchange recently that L. A. Morey, a well known member of the grain brokerage business for many years, had formed a partnership with Roy L. Ellerton under the firm name of Morey & Ellerton.

\* \* \*

E. Ericksen, for several years associated with the old grain exporting and importing house of Maclaren & Gentles in the New York market, has severed that connection.

\* \* \*

E. Pfarrius, one of the oldest grain exporters in the local market, but who has been out of active business for fully five months, owing partly to poor health, was back on the Produce Exchange a short time ago feeling much improved by his long rest, spent mainly in the mountains.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

**B**USINESS has been active on the Merchants' Exchange and speculative houses have had more orders than at any time since the war in Europe started. Cash grain dealers have been confronted by unusually light receipts of wheat for this season of the year, due to recent rains delaying the winter wheat harvest, but indications are that their inning now is at hand, as improved weather should mean an usually heavy movement of wheat to this market from first hands.

Sentiment as to the future of the wheat market is badly mixed. It would seem that in the long decline of nearly 80 cents from the crest of the war boom last winter that there would be every inducement to absorb speculative lines of wheat, but the trade mostly is bearish and fail to see how the world's consumption of wheat is going to take care of a record-breaking crop of American wheat, if foreign crops at harvest show present indicated

yields. In addition to the crop outlook sentiment is decidedly of the opinion that the Dardanelles shortly will be forced and that this will open the way for shipments of wheat from Russia, which will practically come from two crops, as last year's yield in that country was largely tied up there by the war, and indications are that this year's harvest will prove an unusually bountiful one. There is also the increasing chances for early peace between the European belligerents, as the war is exhausting the resources of the nations involved, and it is fast becoming apparent that neither side can gain a definite victory without the possibility of bankrupting Europe.

Export houses report little business as compared with last year, when every nation in Europe was buying supplies regardless of price under the belief that the world's wheat crop was short and the war would mean at least \$2 wheat on the end of the crop. Dealers attribute much of the recent slack foreign demands to the unsettled conditions in the foreign exchange markets and uncertain shipping conditions.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

**W**ISCONSIN is going to have splendid crops of grain all along the line except in corn, according to the estimates that have been compiled by the Department of Agriculture. Oats will yield the finest in the history of Wisconsin, with an aggregate almost up to 100,000,000 bushels. The exact figures are 96,000,000 bushels, compared to 62,000,000 bushels a year ago. This gain of 34,000,000 bushels is more than 50 per cent larger than the harvest of 1914.

The barley yield, one of Wisconsin's big farm crops, will also be far above the average. The yield for 1915 is 22,200,000 bushels, compared with 18,000,000 bushels last year. This is a gain of more than 20 per cent. Wisconsin will undoubtedly raise fully 10 per cent of the barley crop of the United States this year.

The Badger state will have 7,980,000 bushels of rye this year, according to estimates of yields, compared with 6,798,000 bushels last year. This is a gain of more than 1,000,000 bushels for the year. Wisconsin will raise more than 37 per cent of the rye crop of the United States this year, a larger proportion than usual.

Wisconsin is not an important wheat state, wheat having been displaced by dairying and by other grains. The total harvest of spring and winter wheat for the year will be 4,100,000 bushels, compared with 3,500,000 bushels a year ago. This is an advance of approximately 15 per cent.

The state is falling down on corn if the final estimates are borne out when the figures appear for October. Present prospects are merely for a crop of 40,900,000 bushels, compared with 69,800,000 bushels a year ago. The state stands to lose 30,000,000 bushels of corn if the crop does not mature well during the month of September. Warm weather, however, during the first two weeks of the month has given the corn fields a fine opportunity for maturity in good condition.

The hay yield of the state for 1915 is placed at 4,560,000 tons, compared with 4,462,000 tons a year ago. The yield is therefore a little above the average.

The above figures indicate that Wisconsin will add approximately 40,000,000 bushels this year on oats, barley, rye and wheat and will lose 30,000,000 bushels of corn unless the situation is remedied before the next monthly report.

\* \* \*

The Charles A. Krause Milling Company has been compelled to expand facilities because of the rapidly increasing business. This corn milling concern will build a big warehouse and reservoir. The warehouse will be built of steel and corrugated iron

with dimensions of 54x126 feet. The reservoir will be of concrete, 80x140 feet. Charles A. Krause, who is the prime spirit in this concern, is the popular president of the Chamber of Commerce of Milwaukee.

\* \* \*

Bank clearings of Milwaukee for the month of August were some 5 per cent less than for the same month of 1914. This indicates that business is backward in general, although decided improvement is expected a little later in the fall. Bankers say the grain movement has been greatly deferred this year. As a result of this situation and slack business in many lines, the Milwaukee banks are now bulging with surplus cash. Reserves are larger than for many months.

\* \* \*

President Krause of the Milwaukee Chamber thinks grain prices are going lower. He points to the 1,000,000,000-bushel wheat crop, the 1,400,000,000-oats harvest and nearly 3,000,000,000 bushels of corn as indications of what grain prices can be expected to do this year.

\* \* \*

"Prices of grain must go down this fall, it seems to me, based on conditions over the country," said E. G. Hadden, of the E. G. Hadden Company. "The crops are enormous. They break records all along the line. The yield of hay is probably 15,000,000 tons larger than the average and the total of 80,000,000 tons shows the amount of feed there is in the country. All of these high harvest figures should drive down the markets for all grains, regardless of the war situation in Europe."

\* \* \*

Many Milwaukee grain men talk of the heavy wheat crop of Canada this year as one of the factors which is more likely to make for lower prices than any other single influence.

\* \* \*

The Milwaukee Western Malt Company, of Milwaukee, has filed complaint with the Interstate Commerce Commission at Washington against the Northwestern, Wabash and other carriers claiming overcharges on freights on shipments of malt from Milwaukee to Chihuahua, Mexico. Reparation is asked for. The J. B. A. Kern & Sons, proprietors of the Eagle mills of Milwaukee, have also filed complaint with the Commerce Commission against the Milwaukee road and other carriers alleging overcharges on shipments of flour and feed from Milwaukee to Vienna, Va.

\* \* \*

New figures have just been compiled showing how the city of Milwaukee ranks as a great grain market. The figures for the year ending August 31, which practically completes the old crop year, indicate that wheat receipts here for the 12 months preceding were 7,917,000 bushels, compared with 7,219,000 bushels for the previous year. Corn trade was 19,914,000 bushels, compared with 15,100,000 bushels for the year before. Oats receipts were 30,000,000 bushels, compared with 21,500,000 bushels for the previous year. Barley offerings were 16,400,000 bushels, compared with 17,800,000 bushels in the previous year. Rye trade was 3,500,000 bushels, in round numbers, compared with 2,700,000 bushels in the year previous. Barley is the only crop that had a slight decline in trade. The total for the period indicated in 1915 was 77,800,000 bushels, compared with 64,000,000 bushels for 1914. This shows an enormous gain of 13,000,000 bushels for the year.

All records in grain trade of Milwaukee are expected to be broken this year with the growing popularity of the Milwaukee market and because of the huge grain harvests all over the country.

\* \* \*

William J. Connors, Buffalo, well-known citizen who is prominently identified with vessel interests on the Great Lakes, was in Milwaukee recently and had a long conference with President Fred D. Underwood of the Erie road. The details of a proposed boat line merger were then considered, according to Mr. Connors. It is confidently expected that practically all the important boats on the lakes, comprising nearly 50 vessels, will be taken



into a merger with a capital of some \$20,000,000. The Commerce Commission has decreed that these boats must be sold and this is expected to be the result of this situation. Vessel men are still hoping that Congress will modify the law and allow the railroad lines like the New York Central and others to retain their connecting vessel lines. They argue that the present system is efficient and that if all the lines are combined into a trust, the shippers will probably have to suffer. The plan proposes to take in all the dock property and the adjuncts necessary to the operation of a great vessel line.

\* \* \*

The Transportation Committee of the Milwaukee Chamber of Commerce will investigate the situation with regard to separation of lake and rail lines which is required by the law referring to the Panama Canal administration. The committee will report especially the probable effect on Milwaukee shippers by the enforced separation of ownership of rail and lake lines.

\* \* \*

William A. Teipel, of the Froedtert Malting Company, and Peter E. Stroud, of John Miller Company, Minneapolis, have been chosen members of the Milwaukee Chamber. C. W. Hohenadel is also one of the recent acquisitions to the local Chamber. H. M. Stratton of the Donahue-Stratton Company has been named a member of the Minneapolis Chamber of Commerce.

\* \* \*

The September rate of interest of the Milwaukee Chamber has been determined by the Finance Committee at 6 per cent, which is the first time in many months that the rate has been higher than 5 per cent.

\* \* \*

Secretary Herman Bleyer, of the Milwaukee Harbor Commission, has given an important summary of harbor conditions showing that lake traffic in grain is promising. "The movement of grain down the Great Lakes during the last three months of the present season of navigation will in all probability be the heaviest that has been experienced in a similar period of time," said Mr. Bleyer.

"Elevators of Milwaukee have been put in first class trim for the rush in grain and shippers are expecting the liveliest grain season for many years. Work on the new Northwestern road elevator on the Kinnickinnic Basin is being pushed to the utmost, but it cannot possibly be completed until some time in January or February under the most favorable conditions. While this new house, if completed in time, would greatly facilitate the late grain shipments at Milwaukee, there will be no lack of accommodations in that respect, and Milwaukee is bound to make a new high record in the handling of grain. Railway managers have not been behind in handling the big crop and the shippers are promised more cars to handle the harvest than ever before."

Speaking of the Canadian wheat situation, Mr. Bleyer said: "Canadian roads are preparing to move a great crop of wheat from Winnipeg. A consul general says the Canadian Pacific Railway has enough cars in the Northwest now to bring out more than 17,000,000 bushels of grain for each trip and these cars can make many trips during the fall and winter season since the trip takes only about ten days under the best conditions. The general manager of the Canadian Northern promises to haul out 40,000,000 bushels of wheat in 1915 and the Canadian Northern expects to use more than 16,000 freight cars to do its share in moving the big harvest of wheat."

\* \* \*

The Northwestern road has let a contract to the Barnett & Record Company, Minneapolis, for the building of the elevator at Milwaukee, which will have an ultimate capacity of 2,000,000 bushels. The work on the foundation is being rushed with all possible speed.

\* \* \*

Chief Inspector A. A. Breed of the Milwaukee Chamber of Commerce reports fine quality grain for the most part, although there are many

evidences of a rainy season in some of the grain that has been received here. "Some very heavy oats are coming to market this year," said Mr. Breed. "Some of the oats are running as high as 41 pounds to the bushel, instead of the regulation weight of 32 pounds. Cars weighing 36 and 38 pounds per bushel are quite common. The berry is plump and big and the quality is desirable in every way. Receipts from Iowa give the most evidence of being discolored. The Minnesota, Dakota and Wisconsin oats are not so frequently badly colored. There is no more moisture in the oats than usual.

"One peculiarity of the wheat of the new crop is that from 5 to 12 per cent of it appears to be blighted. That is a new condition for us. The millers apparently have no sieves to take it out and since this damaged wheat contains absolutely no flour, there is much waste in it. It will be necessary to consult the grain inspectors in Minneapolis and other cities to learn of the best ways to handle this problem, so that the grain markets will act more uniformly.

"The barley offered from the 1915 yield has been of good quality for the most part, but it appears that the very best barley is still being held back in the country. The weight has run up as high as 46, 48 and even 51 pounds. The berry is well filled and big, but a very large part of the offerings are badly colored up and not so well suited to malting purposes.

"Some of the rye offered has been damp and heated and off quality. Apparently this was rushed to market to avoid having it spoil. The better run of rye is of fine quality and its weight is fully up to standard.

"It looks as though there would be a lot of soft corn in the trade this year. Much of the corn was damaged a little by the frost. The question will depend largely on how long frosts stay away in the month of September. The big, strong corn that has tasseled out was not bothered much by the frost. All of this should provide a good harvest if September remains as warm as expected."

\* \* \*

The weather has had a bad effect on the seed crop, according to Alfred Rosenberg, of the Milwaukee Seed Company. "There is no chance of importing white clover seed this year," he said, in discussing the prospects for the new crop. "With the war still going on, the country will have to turn to Wisconsin to get white clover seed supplies. The price is very high at the present time and the prospects are that the market will go considerably higher, perhaps 50 per cent above the present quotations.

"There has been a brisk demand for alsike seed. The crop is only fair because of the very wet weather which prevailed during the latter portion of the summer.

"Red clover promises only 50 per cent of a crop because of the exceedingly wet growing season.

"The timothy crop is fine. Prices have been good because of the early fall sowing demand and besides, the bulk of the crop has not yet been offered. Prices are likely to decline to some extent as soon as the main offerings of timothy are on hand."

Mr. Rosenberg also reported shipping to Evansville, Ind., a car of alsike and white clover seed with a net value of more than \$13,000. This, he says, is one of the most valuable, if not the most valuable car of seed that has ever been shipped out of the state of Wisconsin.

\* \* \*

Brewers in Milwaukee seem to prefer to buy the dry western barley. Many of the receipts from Wisconsin are of the soft and weather-damaged goods at the present time.

For the first week in September the grain trade is still quiet, the bulk of the 1915 crop being discouragingly slow in coming to market. For the first week this month, trade was some 900 cars, compared with more than 1,800 cars for the corresponding week a year ago. For that week barley went down from 3 to 5 cents a bushel, corn 4 cents lower, wheat 13 to 15 cents less, and rye 2 cents less.

## KANSAS CITY

B. S. BROWN - - CORRESPONDENT

It is excusable to keep speaking of the wet weather this year because its effects are still apparent. August, for instance, brought less wheat to Kansas City than that month has seen since 1911, and the next year before that whose August got as low as 1915's was 1906. The receipts were 5,784,750 bushels, against 13,080,150 in August, 1914. The reduced yield in Kansas cannot account for the striking loss in receipts and it is expected that the arrivals during the remainder of the fall will make up for a large part of the August deficiency. The moist obstacles to harvesting and threshing affected the quality as well as the movement, and this had its influence on the inclination of elevator men and millers to buy "to arrive." Much of the wheat marketed in August was from the old crop, which commanded a considerable premium over the new. Corn receipts assisted somewhat to keep up totals of grain arrivals with 845,000 bushels, the smallest since 1908, but only 116,000 less than August, 1914. Oats receipts were 419,900 bushels, whereas 992,800 bushels were received in August, 1914.

\* \* \*

"Our receipts will begin to increase rapidly by October," said William B. Lathrop, vice-president of the Peirson-Lathrop Grain Company. "Our reports are that much wheat is stacked in Kansas, and when farmers get around to work on it, the movement will be largely stimulated. I look for the best October business we ever had."

\* \* \*

Looking back on the unprecedented weather conditions, E. E. Roahen, of the E. E. Roahen Grain Company, is inclined to think that his company had a very satisfactory business last month. The expectations had put the total higher, but evidently its full share of the modest arrivals passed through the Roahen office.

\* \* \*

The Kansas City Missouri River Navigation Company put two new barges on the river the past month to carry grain. Most of the grain and hay taken on will go to St. Louis, being picked up along the river bank on the down trip. But that doesn't change Kansas City's enthusiasm for the boat line!

\* \* \*

Several Kansas City hay firms have figures stowed away in pigeon holes on the cost of large warehouses, which they will erect if the market gets the privilege of storing hay for six months with the continuous application of the through rate. J. E. Dyer, chairman of the Transportation Committee of the local association, reports progress towards securing the market transit privilege.

\* \* \*

While Kansas City has had no changes in the grading of hay and the interpretation of grades on its market, the prediction is made that changes may occur in other markets. Some of the larger dealers are particularly eager to see uniform gradings and interpretations installed. "Some Southern markets have only one grade of alfalfa, for instance," said C. D. Carlisle, of the Carlisle Commission Company. "A car from Kansas City grading No. 3 can be called No. 1 on such a market." The problem is being worked out, however, and in time the same grades will prevail at all centers.

\* \* \*

"Just about rained out," was the way William Huffine, of Huffine & Co., characterized the Kansas City hay market of the past month. But evidently they didn't have anything on several other markets, at that! The better grades of hay have been moving well at Kansas City, Mr. Huffine saying that there had been no difficulty moving anything movable, but that the stuff in very poor condition or low grade had little life. "Kansas City seems to have got along better than some other markets," said Mr. Huffine. "And the prospects



are that all localities will enjoy healthier trade in the next month."

E. B. Bruce, of E. B. Bruce & Co., suggests also that the month was not bad at all in hay, despite the hampering effect of rains here and at shipping points.

\* \* \*

Now that the season is about over, observations are being recorded that the flood and rain damage was not disastrous after all. Wheat shows much loss of quality, and many corn fields were destroyed, many oat fields failed to cash in, one or two cuttings of alfalfa lost, and marked damage to other hay caused. But there was no general disaster and very many large districts escaped unscathed.

\* \* \*

Local seedsmen say that the alfalfa seed crop will be the lightest in ten years in this district, the clover seed crop is small because of the wet weather, and for the same reason the timothy seed crop will probably be cut a half, and the blue grass even more. But the European outlet, especially for blue grass, is temporarily suspended, which makes the situation especially difficult.

\* \* \*

William Terry, bookkeeper for the Fowler Grain Company, left his office shortly before noon without

### PARTNER BECOMES SOLE OWNER

Uncle Sam's Postal Department is so little interested in the town of Horton, Ohio, that it delivers its mail through West Mansfield, but the freight agent of the Toledo and Ohio Railroad holds it in much higher regard, for the Horton Elevator produces a large volume of freight for the road and many cars are loaded out of the station each year.

The house is steel clad, sides and roof, and is well equipped in every particular. It holds 25,000 bushels of small grain and has cribs for 6,000 bushels of ear corn. In addition there is a stock house for flour, feed and seeds, with a floor space of 30x60 feet.

The equipment consists of wagon dumps with chain drag, Monitor Cleaner, Sidney Corn Sheller, 1,000-bushel hopper scale, modern car loader, Fairbanks Wagon Scale with registering beam, stone burr for feed grinding, and a 21-horsepower gasoline engine. The elevator is equipped with 7 by 13-in. cups. All the buildings and the railroad switch is located on the land belonging to the elevator.

The property was owned and operated for 18 months by W. F. Sackett and O. W. Carahoof, but the latter has bought out the entire interest of Mr.

which they believe to be the only practical solution:

Grain stored in transit in Dominion government interior elevators at Calgary, Moose Jaw and Saskatoon, and forwarded under transit regulations will be granted an additional stop-off at any intermediate milling point for grinding only, in the direct line of transit to Winnipeg or Fort William or points east thereof. An equivalent tonnage of the product thereof when forwarded within a period of six months after receipt, may be waybilled at the balance of the through rate from such interior elevator point to destination after deducting the rate paid from the government elevator point to the milling point, plus 1 cent per 100 pounds for the additional stop-off.

### A SIMPLE ACCOUNTING SYSTEM FOR GRAIN DEALERS

BY EDWARD A. PRATT.\*

The prime requisites of an accounting system for any small business are simplicity and completeness. The "Peerless Grain Cash Journal" exhibited on the next page is believed to meet such requirements when used with a suitable ledger and a very few subsidiary records of purchases and sales.

The arrangement of the columns in this cash journal will be found such that anyone can quickly learn to record all transactions correctly. In making the cuts, many of the entries of transactions have been included as a guide and to demonstrate how easy it is to understand how to keep this kind of a book at an elevator dealing principally in corn and oats and handling a moderate volume of merchandise such as coal, salt, feed, lumber, etc.

A study of the columns and entries recorded will show a logical arrangement so as to provide facts and figures at any time in the month and accumulated totals for the year to date.

The "Bank Account" is at extreme right because one wants to know first of all the true condition of the bank account. The totals of the "Deposit" and "Withdrawal" columns can be entered and the "Balance" in bank found at any time upon entering last deposit and check drawn. Keeping balance on check stubs is dispensed with entirely, saving time and avoiding errors, for it is very difficult to keep a bank balance correct when constantly adding and subtracting deposits and checks drawn entered on check stub.

The "Cash Account" is next because next in importance to the Bank Account, is the record of Cash Received and paid out or deposited in Bank. It will be seen that the total of receipts for the 30th—\$2,146.89 was credited to Cash and debited to the Bank in the "Deposit" column, also that after this deposit on the last day of the month there was no currency in office or Cash Balance at the end of the month. Cash payments can be made, entering same as Credits to Cash and Debits in other columns. The excess of the "Receipts" column over the total of the "Payments" column would show the Cash on Hand in office, making it easy to balance the Cash at any time any day.

The "Names" and "Items" are next in order, followed by "Ledger Accounts," because the largest number of entries of amounts are in "Cash" and individual "Ledger Accounts." These columns are arranged on either side of the "Names," insuring accuracy and simplicity. It is far easier to record transactions in the Cash Journal than in others where the "Cash" Account is on the opposite page far removed from "Names."

"Merchandise, Bought and Sold" is next in order so the "Items" will be near to the "Amounts" in money. Very quickly at the end of the month a summary of the business transacted in Lumber, Coal, Feed, etc., can be made on adding machine or without, and the totals transferred to "Ledger Accounts" for posting of total debits and credits in "Lumber," "Coal," "Feed," etc., accounts in the Ledger. This is really easier than to increase the size of the book by having separate columns for such Merchandise Accounts.

The next four double columns are for record of bushels and amount of corn and oats bought and sold. By varying the unit ruling in these columns, the number of bushels and amount of money can be

\*President Edward A. Pratt Audit Company, Peoria, Ill.



ELEVATOR OF O. W. CARAHOOF, HORTON, OHIO

his coat and was killed at the Queen Hotel, 715 Central Street, while in company with Mrs. Ray Bengert. The slayer was the husband, a jeweler, who waited at the scene until the police arrived.

\* \* \*

Kansas City will have abundant capacity for the storage of grain this year, with elevators of 22,300,000 facilities against 18,000,000 bushels last year. There is very little wheat in them now, and the new bins built this summer have not yet been pressed into service. It is said that the probable wet condition of the wheat will necessitate moving much direct to mills. The low quality will also, it is said, probably result in exporting much of it. The Santa Fe has completed its addition of 3,000,000 bushels capacity at Turner, Kan., making a gross there of 5,500,000; the new are of the silo or barrel type of reinforced concrete and steel, now one of the largest in the country. The Norris Grain Company will have its 1,000,000-bushel elevator at the intersection of the Kansas City Southern tracks with North Topping Avenue, in the East bottoms, ready for the fall movement. Six weeks will be necessary to complete the Chicago & Alton elevator in the East bottoms, with a capacity of 300,000 bushels, to be operated by the Fisher Grain Company. The Santa Fe Elevator will continue to be operated by the Neola Grain Company. In short, Kansas City is as well equipped as any terminal market to care for its grain.

Sackett and will run the plant alone after October 1. Not only does the elevator handle a large amount of oats and other grain, but also carries on a good business in seed, feed, oil, coal, and building supplies.

### ADDITIONAL STOPOVER PRIVILEGE FOR CANADIAN GRAIN

An application has been made to the Dominion Railway Commission by the R. B. McClean Grain Company, Ltd., of Saskatoon, asking in effect that the milling-in-transit privilege be extended to the government elevator at Saskatoon. In principle the application also covers the government elevators at Calgary and Moose Jaw.

The present milling-in-transit, of course, allows for the one stop-off and the applicants were anxious that an additional stop-off should be given which would enable the farmers and grain dealers to have their grain treated and weighed at the government elevator and then proceed in the easterly movement at the through rate plus the usual stop-over charges, instead of moving at the local rate, the effect of which would be, of course, to practically prevent the additional rake-off.

At the conclusion of the last hearing the Board requested the railways to take up the question with a view of providing a remedy, and it is reported that the railways have arrived at the following,



THE grand prize for cereals was captured by the Montana Agricultural Exhibit at the Panama-Pacific Exposition in addition to nine medals of honor and 76 gold medals.

PURCHASES, SALES AND EXPENSES FOR THE MONTH OF September 1914

SAMPLE PAGES FROM THE PEERLESS GRAIN CASH JOURNAL





## EASTERN

A. J. Jones recently purchased the entire business of F. H. Weaver at Wheeling, W. Va.

On August 31 the elevator at Buffalo, N. Y., owned and operated by the Eastern Grain & Mill Corporation was put into operation.

C. A. Ketchum & Co., were recently incorporated at Salem, Mass., to deal in grain, flour and feed. The capital stock of the firm is \$8,000.

A three-story ironclad warehouse is being constructed at Malone, N. Y., by George D. Northridge & Son, wholesale and retail dealers in grain and feed.

A grain storage addition is being erected to the feed milling department of the Eldad Milling Company of Buffalo, N. Y. The plant is to cost about \$10,000.

With the purpose of conducting a grain, flour and cereal business at Aven, N. Y., the Light Bros. were incorporated. W. J. E. Light was the principal incorporator. The concern has a capital stock of \$5,000.

A. H. Hoffman, Inc., has organized at Lancaster, Pa., to engage in the grain and seed business. The organizers are H. C. Hoffman, E. M. Gosshalk and A. H. Hoffman. The capital of the company amounts to \$40,000.

Haight Milling & Mercantile Company was incorporated at Binghamton, N. Y., by E. W. Haight, of Sanford, W. E. Hoolihan of New Milford, Pa., and W. L. Martin of Syracuse to deal in grain, cereals, etc. The capital stock of the firm is \$25,000.

## ILLINOIS

A car loader has been installed in the plant of Crowe & Co., at Blue Mound, Ill.

The plant of the Farmers' Elevator Company at Alexis Junction (mail Alexis), Ill., has been sold to E. C. Boggs.

The Chebanse Grain & Coal Company of Chebanse, Ill., has expended about \$600 on improvements for its plant.

Work has been started on the Farmers' elevator at La Hogue, Ill. The entire plant is to be sided with galvanized iron.

It has been announced that Morris & Stone, whose elevator at Gays, Ill., burned a few months ago, are rebuilding on the same site.

The plant of the Hurst Brothers & McNutt at Hutsonville, Ill., has been equipped with a 20-horsepower Charter Oil Engine.

The Standard-Tilton Milling Company has equipped its plant at Jerseyville, Ill., with a Charter Kerosene Engine of 20 horsepower.

Additional machinery, including a 20-horsepower Charter Gasoline Engine, has been installed in the plant of J. W. Probosco at Covell, Ill.

A modern elevator is to be constructed at Baker (r. d. from Leland), Ill., by the Farmers' Elevator Company, who will handle grain and lumber.

The Moses Rothschild Company of Chicago, Ill., has purchased the elevator of J. J. Matern at Touica, Ill., and placed J. H. Hopper in charge.

Permission has been granted the Farmers' Elevator Company of Baker, Ill., to increase its capital stock \$3,000 in order to enlarge its elevator plant.

The Farmers' Grain Company of Esmond, Ill., has installed a 10-horsepower Charter Gasoline Engine. Other new machinery has also been purchased.

A large grain elevator is to be constructed at McLean, Ill., in the near future, by the Aldrich Grain Company. This will replace the plant which burned down on July 25.

A new elevator is to be built by the Turner-Hudnut Company of Pekin, Ill., for the construction of a grain elevator at Chillicothe to replace the one which was burned this summer.

J. A. King has sold his interest in the grain firm of Applegate & King at Atlanta, Ill., to James I. McKown. In the future the business will be conducted as Applegate & McKown.

Announcement has been made of the incorporation of the Bradfordton Co-operative Grain Company at Bradfordton, Ill. The organizers of the concern are

Henry Moore, M. H. Knudson, J. A. Havey, M. A. Cooper and A. J. Obridge.

Arrangements have been made for the completion of the elevator at Byron, Ill., before the new crop.

A concrete corn elevator is to be constructed at Decatur, Ill. The plant is to be operated by the American Hominy Company and will consist of 12 tanks each of 50,000 bushels' capacity.

The Austen-Camburn Company was incorporated at Milan, Ill., by J. M. Austen and son and L. S. Camburn. They are erecting a new 25,000-bushel elevator and will install a feed mill to do custom work.

The two elevators at Galva and the one at Nekoma, Ill., have been disposed of to Frank Hefebower and E. N. Peterson of Sterling, Ill. They will operate these plants as the Hefebower & Peterson Grain Company.

## SOUTHERN AND SOUTHWESTERN

The Farmers' & Stockmen's Elevator at Vega, Texas, is nearing completion.

Haunshell & Sons, situated at Altus, Okla., have built a grain elevator at that place.

The elevator and mill property at Walter, Okla., has been disposed of to W. E. Lokey.

It is reported that the Huggins Grain Company of Paducah, Texas, is out of business.

A Charter Oil Engine of 25-horsepower is to be installed in F. E. Edward's elevator at Quinlan, Okla.

A corn elevator is to be constructed at Natchitoches, La., by H. A. Cook, who expects to organize a company later.

The Consolidated Elevator Company of Dewar, Okla., has made plans for the construction of a 10,000-bushel elevator there.

J. Ray Green has reopened the elevator at Anadarko, Okla., owned by L. H. Powell & Co., which has been standing idle since June 1.

For the purpose of establishing a grain and produce warehouse at Lexington, Ky., the Co-operative Warehouse Company was organized at that place.

It is rumored that parties are interested in the construction of a grain elevator at Sapulpa, Okla. The plant is to have a capacity of 300,000 bushels.

F. R. Linton, S. C. Linton, Jonnie Levy, all of Chickasha, have formed the Linton Grain Company at Chickasha, Okla., with a capital stock of \$10,000.

The Farmers' & Merchants' Grain Company was organized at Knowles, Okla., with a capital stock of \$10,000 by M. Landers, J. W. Cambs and T. R. Blake, Jr.

Chartered with a capital stock of \$6,000, the Gate Valley Grain & Supply Company was incorporated at Gate, Okla., by B. Zirkle, A. F. Lewis, and Roy O. Coppock.

A \$50,000 grain elevator is included in the plant which is to be constructed by the Interstate Milling Company at Charlotte, S. C. Machinery has already been ordered.

Preparations have been made by C. T. Ashley Company of Nicholasville, Ky., for the establishment of an elevator cleaning plant in connection with its other business.

A contract has been awarded by L. A. Miller of the Miami Hay & Grain Company of Miami, Okla., for the construction of an elevator with a capacity of 50,000 bushels of grain.

T. H. Sears, J. P. Sutherland, M. G. Davis are the organizers of the Whitewright Mill & Elevator Company of Whitewright, Texas, recently organized with a capital stock of \$25,000.

The Clement Grain Company was recently incorporated at Waco, Texas, capitalized with \$100,000. The organizers of the firm are: B. E. Clement, J. M. Clement, and C. C. Edwards.

Plans have been made by the R. H. Drennon Grain Company, which has headquarters at Oklahoma City, Okla., for the construction of a grain elevator at Okemah, Okla., with a capacity of 100,000 bushels.

The grain and feed establishment, located at Lebanon, Tenn., and formerly owned by Mrs. S. Galladay and N. G. Robertson, has been purchased from them by Edgar Green. It was operated by the Dodson Grain Company who has not decided

positively where to locate, but it is thought that the grain firm will lease the old H. C. & St. L. depot.

A new firm to operate as Cain & Co., has been formed at Chattanooga, Tenn. The company has an authorized capital stock of \$10,000 and will handle grain, flour and provisions.

The Farmers' Union Warehouse Company's warehouse at Beeville, Texas, has been leased by B. B. Atkins & Son, who will operate same this coming year as warehouse and grain storage plant.

George E. Thomas, John C. Kelley and R. E. Brooks have incorporated the Pharr Mill & Elevator Company at Pharr, Hidalgo County, Texas. The company has a capital stock of \$50,000.

Articles of incorporation were recently filed for the A. R. Johnson Grain & Livestock Company of Paoli, Okla. The company has a capital of \$2,000 and was formed by A. R. and Flora M. Johnson of Paoli and M. M. and Ed. J. Coyle of Perry.

This fall the Weinmann Milling Company, of which J. F. Weinmann is president, will begin the erection of an elevator of 75,000 bushels' capacity at Little Rock, Ark., with a large warehouse in connection. The plant is to be completed by January 1, 1916.

A partnership has been formed at Abilene, Texas, by Will Daniels and Jesse R. Cope to operate as the Abilene Storage Company. Besides the general storage business, the company will buy and handle grain and the products of the Seymour Milling & Elevator Company.

The elevator and flour mill at Clifton, Bosque County, Texas, which has been standing idle for some time, has been acquired by a new corporation to operate as the Clifton Mill & Machinery Company. Operations will begin as soon as the machinery is overhauled and remodeled.

A charter of incorporation was issued to the Cherokee Grain Company at Oklahoma City, Okla., not long ago by the secretary of the state of Oklahoma. The incorporators of the concern as named are: Willis E. Sautbine, Morris Erdwurm and S. O. Erdwurm. The capital stock of the firm is placed at \$5,000.

## OHIO, INDIANA AND MICHIGAN

P. H. Perry & Co., are erecting an addition to the plant at Broadway, Ohio.

The elevator at Benton Ridge, Ohio, has been purchased by H. D. Syler, of Mortimer.

A grain elevator has been opened up at Tell City, Ind., by the Bergenroth Bros.' Milling Company.

The 12,000-bushel elevator at Hamlet, Starke County, Ind., has been purchased by John C. Young.

The new grain elevator of the Buckley Grain Company at Buckley, Mich., is nearing completion.

The Farmers' Elevator Company of Pinconning, Mich., has reduced its capital stock from \$30,000 to \$10,000.

The capital stock of the Snover Grain Company of Snover, Mich., has been increased from \$10,000 to \$20,000.

A new oil engine has been purchased by Schaeffer & Schwartzkoff for installation in their elevator at Columbus, Ind.

Negotiations have been made turning over the grain elevator at Hobbs, five miles east of Tipton, Ind., into the hands of J. A. Cunningham, of Plymouth. The former owners were Cook & Jessup.

Wm. Kotvis, connected with Van Driele & Co., has purchased the O. E. Brown elevator at Hilton Avenue, S. W., and Franklin St., Grand Rapids, Mich. The plant is to be remodeled and then operated in connection with the firm of Van Driele & Co.

The Merrill Farmers' Elevator Company has filed articles of incorporation to conduct its business at Merrill, Mich., with a capital stock of \$30,000. Thomas O'Connor, P. L. Ryan, James Jordan, Charles E. Johnston and John Schaeffer are the stockholders.

The business of the Memphis Elevator at Memphis, Mich., is to be conducted in the future as the Memphis Elevator Company. Its plant has heretofore been leased to the Richmond Elevator Company and operated as such. The company's officers are as follows: President, D. M. Tice; vice-president, Wm.



T. Sharrard; secretary, Dr. G. P. Hale. The trustees of the concern are: Thomas Apley, S. M. Brophy, Martin Brewer, Henry Dysinger and T. W. McCall.

Joseph J. Moeller, Ben T. Post, J. E. Lange, L. F. Frank, Frank Brunswick and John Emmelgarn have incorporated the Western Ohio Grain & Milling Company at St. Henry, Ohio. The concern is capitalized at \$20,000.

The firm of Hall-Garton & Co., at Tocsin, Wells County, Ind., are entirely out of business, the partnership having been dissolved. The elevator property was sold to the Studebaker Grain & Seed Company with headquarters at Bluffton, Ind.

## MISSOURI, KANSAS AND NEBRASKA

The new elevator at Olean, Mo., has been completed.

A new elevator is under course of construction at Hope, Kan.

The elevator at Jennings, Kan., owned by J. B. Jennings, is undergoing repairs.

The L. Jones Grain Company's elevator at Magnet, Neb., has been completed.

The elevator of the Tebbetts Mill & Elevator at Tebbetts, Mo., has been extensively repaired.

The East elevator at Rexford, Kan., has been closed down by W. M. Westerman for repairs.

The elevator at Calvert, Kan., has been disposed of by Mr. Bryant to a grain firm of Salina, Kan.

Excavation for the foundation of the new farmers' elevator at Duncan, Neb., has been started.

The farmers in the vicinity of Gypsum, Kan., has organized. The company expects to erect a grain elevator there.

On August 20 the elevator of the Legler Mill & Elevator Company at Valley Falls, Kan., was offered for sale at auction.

The elevator recently purchased from the Anchor Grain Company at Hartington, Neb., is now being repaired extensively.

Offices have been opened at Hutchinson, Kan., by the J. B. McClure Grain Company and the Morton Grain Company.

The Farmers' Grain Company of Potter, Neb., has installed a 10-horsepower Charter Oil Engine and other elevator machinery.

Reed Pickard of Brazilton, Kan., has installed a 16-horsepower Charter Oil Engine in addition to other elevator machinery in his elevator.

A 150-horsepower engine has been installed in the elevator and mill of the Phillipsburg Mill & Elevator Company located at Phillipsburg, Kan.

A 20-horsepower Charter Type "R" Oil Engine and other elevator machinery has been installed in the elevator plant of the Farmers' Co-operative Elevator Company at Jasper, Mo.

The Cannon elevator at Butler, Mo., has undergone improvements which increased the capacity to 31,000 bushels and the handling capacity to between 2,000 and 2,500 bushels per hour.

The Farmers' Elevator Company has been organized at Avilla, Jasper County, Mo., with E. E. Bush, S. J. Salyer and George O. Wilson as the incorporators. The company has capital stock of \$5,000.

The contract has already been let for the erection of a grain elevator at Grainfield, Kan., by the Farmers' Business Association. Specifications call for a building of 20,000 bushels' capacity to be completed by September 30.

The Caruthersville Cotton Oil Company expects to erect a grain elevator at Caruthersville, Mo., which, when complete, will have a capacity of 200,000 bushels and will have cost about from \$12,000 to \$13,000.

A contract has been let to Strong-Scott Manufacturing Company of Minneapolis, Minn., by the Nye-Schneider-Fowler Company of Fremont, Neb., for the installation of a 750-bushel Morris Grain Drier. A new fireproof building is being constructed to accommodate it.

Announcement was made recently of the consolidation of the two grain firms at Columbia, Mo., known as Bush & Son and The Columbia Flour, Feed & Seed Company. The new firm will operate as The Columbia Feed & Grain Company. J. C. Williams of O'Fallon is the only new member of the company.

It is expected that the new \$125,000 grain elevator at South St. Joseph, Mo., will be completed early in September. The plant includes 18 circular reinforced tanks, each 23 feet in diameter and 91 feet high, having an aggregate capacity of 500,000 bushels. A scale capable of handling 2,000 bushels is to be installed.

The Nebraska line of elevators formerly owned and operated by the Benson Grain Company of Heron Lake, Minn., has been sold to the Crowell Lumber & Grain Company of Omaha, Neb. The elevators are located at Bancroft, Emerson, Thurs-

ton, Pender, Concord, Coleridge, Wayne, Wakefield, Randolph and Magnet.

The contract has been awarded for the construction of a reinforced concrete grain elevator at Kansas City, Kan., by the Union Pacific Railroad Company. The estimated cost of the plant, which will have a capacity of 1,000,000 bushels, is \$250,000.

## MINNESOTA AND WISCONSIN

The farmers' elevator at Kenyon, Minn., has been remodeled.

A farmers' elevator company is to be formed at Karlstad, Minn., this fall.

The elevator at Clear Water, Minn., has been purchased by W. A. and E. A. Shaw.

The Farmers' elevator, located at Georgetown, Minn., is undergoing numerous repairs.

The Farmers' Grain & Stock Company of Fairfax, Minn., is having an addition built to its elevator.

The Independent Co-operative Elevator Company has its new elevator at Litchfield, Minn., completed.

The Watson Produce Company has installed an automatic weighing scale in its elevator at Watson, Minn.

An elevator, warehouse and mill is to be built at Fergus Falls, Minn., by the Red River Milling Company.

The elevator at Weaver, Minn., has been purchased by R. E. Jones & Co., from the Malting Company of Winona.

Work has been started on the erection of the grain elevator at Wylie, Minn., to be operated by the Hanson & Barzen firm.

Plans are under way for the construction of an elevator at Wayburn (Mail Evan), Minn., by Gus Meine this coming winter.

The Morristown Equity Exchange was recently incorporated at Morristown, Minn., and has purchased the farmers' elevator.

The Bannor Grain Company of Minneapolis, Minn., has let a contract for the construction of steel grain tanks costing about \$10,300.

The entire property of the Western Elevator Company of Plainview, Minn., has been sold by that company to J. P. Schissel of Adams, Minn.

The McGlinn elevator property at Edgerton, Minn., has been purchased from the Bennett Company by the Edgerton Farmers' Co-operative Association.

Hubbard & Palmer of Mankato, Minn., have rented the elevator at Pettis Station, Minn. General repairs have been made and the plant is ready for business.

The National Elevator Company, which is a part of the Van Dusen-Harrington Company, has taken over the ownership of the Federal Elevator at Glyndon, Minn.

The large new elevator of the Sheffield-King Milling Company at Faribault, Minn., has been completed, making the aggregate capacity of the plant 200,000 bushels.

The Springfield Grain & Fuel Company, owned by Chas. Davin, has purchased the elevator at Springfield, Minn., formerly owned and operated by Anderson Brothers.

The newly constructed elevator at Casco, Wis., owned by the Kewaunee Grain Company, is being equipped with a new system of spouts and other grain conveyances.

The Atlas Elevator Company of Minneapolis, Minn., has purchased the elevator property at Redwood Falls, Minn., formerly owned and operated by the Western Elevator Company.

A grain elevator and potato warehouse is to be constructed at Ridgeland, Wis., by the Osceola Mill & Elevator Company. That firm is also interested in the establishment of a flour and feed store.

The Gully Farmers' Elevator Company has secured from the Farmers' Elevator Company at Gully, Minn., a site north of its elevator plant on which to erect its new lumber yards and sheds.

Extensive repairs have been planned by the Farmers' Elevator Company at Revere, Minn. That company has put a foundation under the flat house and started the construction of a new flour shed.

The stock and feed grinding machinery of W. C. Nelson has been purchased by the Farmers' Elevator Company of Litchfield, Minn. The machinery has been installed and will be operated by that company.

B. P. St. John, who recently purchased the Todd elevator at Slayton, Minn., has made arrangements to have that property torn down and material used in the erection of the new grain elevator which he will build.

One of the largest elevator projects of the summer was recently negotiated. The Chicago & Northwestern Railway Company has let the contract for the construction of the large modern, concrete elevator at Milwaukee, Wis., to the Barnett & Record Com-

pany of Minneapolis, Minn. It is said that the contract price is \$525,000.

A partnership has been formed by J. T. Porter and Harlow Frank at Detroit, Minn., for the purpose of opening up the Becker County Produce Company. They will handle grain, feed, flour and all kinds of farm produce.

Mr. Tessum of Thief River Falls, Minn., expects to begin the construction of a large 25,000-bushel elevator at Goodridge, Minn., in the near future. The plant is to be operated in connection with his flour and feed warehouse.

The Farmers' Elevator Company of Minnesota Lake, Minn., is having an elevator erected for them by the Younglove Construction Company of Sioux City, Iowa. The plant is to be equipped with a 10-horsepower Charter Gasoline Engine.

The large warehouse at Whitewater, Wis., has been purchased by Bentley Dadmun from Paul H. Tratt. It is to be used by him for storage of bran, middlings, salt, etc. He has also repaired the old Blakeslee building and put in a cement floor in the basement, which can now be used for storage purposes.

A contract has been let by the Webster Farmers' Elevator Company of Webster, Rice County, Minn., for the construction of a 20,000-bushel elevator there. John Kiley is the president, J. I. Hille, vice-president, A. O. Lendinder, secretary and treasurer of the company. The new concern expects to have operations started by September 15.

The Pillsbury Flour Mills Company of Minneapolis, Minn., has made arrangements for the construction of a 1,250,000-bushel elevator there. It will adjoin the elevator "A" and will be 200x150 feet. Barnett & Record Company of that city has the contract and started work immediately on receipt of same. The addition will consist of 24 concrete bins and will increase the capacity of the plant to 3,750,000 bushels.

It is announced that the Great Northern Railway will erect two new grain elevators at Superior, Wis. The new elevators are to be located directly south of elevator S and its annex on the site of the former elevator A and on the adjoining land. The building will be of two parts, the handling house, equipped with most modern equipment, and the first unit of a vast system of concrete storage tanks. Plans call for a handling house of about one-third the capacity of elevator S while the bins will have a storage capacity of 1,200,000 bushels. The entire plant is to be of fireproof construction.

## IOWA

E. A. Froning has built an addition to his elevator plant located at Eldora, Iowa.

Percy Clark and Wm. Morgan have built a new grain elevator at Bouton, Iowa.

The Turner Grain elevator at Turner, Iowa, is now the property of D. S. Fleck.

An addition has been built to the driveway of the Farmers' Elevator plant at Little Rock, Iowa.

The Farmers' Elevator Company of Industry, Iowa, has increased its capital stock from \$5,000 to \$10,000.

The elevator of D. K. Bennett at Chatsworth, Iowa, has been disposed of by him to the Hunting Elevator Company.

A portion of the Farmers' Elevator at Radcliffe, Iowa, is being torn down. A large new addition is to be built on this site.

Work has been started on the remodeling of the elevator of Eaton & Jones at Waukon, Iowa. They expect to install a feed mill soon.

The entire business of the Lena Elevator Company at Lena (r. d. to Gowrie), Iowa, has been purchased by the Brown Grain Company.

The Bowles, Billings & Kessler Grain Company has acquired the elevator at Neils, Iowa, which formerly belonged to the Western Elevator Company.

A grain elevator with a capacity of 26,000 bushels is being constructed at Lohrville, Iowa, by the Farmers' Elevator Company. The plant will cost about \$6,300.

L. H. Wegener has purchased the interest of his former partner, Wm. Higgins, in the elevator and live stock business at Whittemore, Iowa. He will operate the business in the future.

A contract has been let to M. J. Conry for the erection of a large elevator at Ayrshire, Iowa. The elevator will be completed by October 1 and will have a capacity for 25,000 bushels of grain.

A concrete foundation has been put under the elevator of the Farmers' Grain Company at McCallsburg, Iowa, recently. A new engine and sheller were installed and a new office built.

Extensive improvements have been made on the plant of the Farmers' Elevator Company at Plover, Iowa. An overhead corn crib and a large addition has been built to the elevator, and a new corn



sheller has been installed. It is the plan of the company to cover the entire plant with corrugated iron in the near future.

A. A. Mickel, who owned the frame elevator building at Atlantic, Iowa, which was recently burned down, has made the announcement that he will erect a concrete elevator there which he has leased to Nelson & McCaustland who will engage in the grain business.

The Pfund elevator, coal and lumber business at Jewell, Iowa, has changed hands several times lately. Wm. Dopp of Lamont recently purchased the entire business and then sold it to John King of Fayette County, Iowa. The latter has, in turn, disposed of the grain and coal business to Thos. Thompson.

The Magill Elevator Company was recently incorporated at Pispah, Iowa, with the following stockholders: I. Ingwersen, J. W. Graham, J. D. Watson, Charles Higgins, F. M. Kern, Henry Wiseman, William Peters, R. M. Pomeroy, John Kern, A. P. Petersen, John Krutzfeldt, Floyd Porter, John Zoick, John Stuhr, Carsten Brugge and W. A. Goshorn. The company has a capital stock of \$10,000.

Arrangements have been made to have the new elevator of Mullin & Rawson to be located at Britt, Iowa, completed by September 15, 1915. It is to be constructed on the site of the building which recently burned and will have a capacity of 20,000 bushels. The entire plant will be lighted by electricity and will be equipped with electric motors for motive power. The plant will cost about \$5,500.

The Burrell Engineering & Construction Company of Chicago, Ill., has the contract for the construction of an elevator at Tama, Iowa, for the Farmers' Elevator Company of that place. The elevator will replace the one which was burned last winter and will be equipped with modern machinery, such as electric power, automatic scales, shellers and cleaners. The capacity of the plant will be 18,000 bushels.

## CANADA

The Brackman-Kerr Milling Company has awarded the contract for the erection of a 16-bin elevator and mill warehouse to cost about \$50,000 at New Westminster, B. C., Canada.

A. M. Cowan is president, A. Hawkesworth, secretary-treasurer, and Messrs. Wahl, Queltette and Gordon the directors of a new company which will build an elevator at Canwood, Sask.

It has been reported that the Western Canada Flour Mills Company, Ltd., of East Toronto, Canada, will erect 12 grain elevators in Southern Alberta. Each plant will have a capacity of 35,000 bushels.

At Theodore, Kandar, Mortlach, Venn, Carlton, Truax, Eston, Wordsworth, Pontiek, Ogeba, Maryfield, Hallbrite, Osage and Richlea, Sask., the Saskatchewan Co-operative Elevator Company of Regina, Sask., will erect elevators in the near future.

## THE DAKOTAS

At Voltaire, N. D., a new farmers' elevator is being constructed.

The elevator of G. E. Metcalf at Russell, N. D., has been reopened.

Repairs have been made on the old Scroggs grain elevator at Vilas, S. D.

The Empire elevator at Shields, N. D., has been opened up for business.

A new steel pit has been built in the Occident elevator at Almont, N. D.

The Thorpe elevator at Milnor, N. D., has been leased by John Stockstad.

The Royal elevator at Roger, N. D., has been purchased by P. S. Pierson.

James H. Glow is the new owner of the elevator of W. Z. Sharp at Egan, S. D.

G. I. Elliott and O. E. Back have purchased the O. D. Brault elevator at Beach, N. D.

The Osago Farmers' Elevator Company of Pekin, N. D., has decided to sell its property.

An elevator is to be constructed at Ray, N. D., by the Russell-Miller Milling Company.

Construction work has been commenced on the elevator of W. J. Evans at Niobe, N. D.

The elevator at Flandreau, S. D., has been purchased by J. E. Arnold of Ortonville, Minn.

The new elevator located at White Rock, S. D., is about completed and ready for operation.

The Imperial Elevator at Deering, N. D., has been disposed of to the Victoria Elevator Company.

The Gunder Olson Grain Company's elevator at Rawson, N. D., has been opened by A. D. Hendricks.

At Alta, east of Valley City, N. D., the farmers have organized a co-operative elevator firm with capital stock of \$10,000. The president of the new

company is Arthur Tiebald, vice-president, Louis Noltimier, secretary and treasurer, John F. Krug.

Elevators at Eppings, Mapes, Tokio, and Hammer, N. D., have been purchased by the Cullen Brothers.

The farmers and merchants of Chamberlain, S. D., are anticipating the construction of a grain elevator there.

The Northwestern Elevator at Ellendale, N. D., is now under the control of the Ellendale Equity Union.

The elevator at Amenla, N. D., is being enlarged, and coal sheds are being built in connection with the plant.

N. G. Nelson of Stanley has purchased and will operate the Gallagher Independent Elevator at Larson, N. D.

The new runway of the Fullerton Elevator Company's plant at Fullerton, N. D., has been put into operation.

Preparations have been made for the establishment of a grain elevator at Kief, N. D., by Andrew Michalenko.

Alvin Brown and Richard Peyton expect to open the Independent Elevator at Williston, N. D., in the near future.

It is reported that the Farmers' elevator at Lansford, N. D., has been taken over by the Hanson Grain Company.

The Farmers' Union Mercantile Company of Almont, N. D., has changed its name and taken over the elevator at Ayr.

The Columbia elevator on the Milwaukee tracks has been purchased by the Farmers' Elevator Company of Mellette, S. D.

There is a great probability that a grain elevator will be constructed at Fryburg, N. D., by the farmers of the neighboring vicinity.

A 35,000-bushel elevator is being constructed at Dodge, N. D., by the Farmers' Elevator Company. Mr. McNeil is to be manager.

The small elevator of the Farmers' Elevator Company at Enderlin, N. D., has been bought from that company by Carl Lindemann.

A new foundation and other improvements have been made on the elevator plant of the Farmers' Elevator Company at Aneta, N. D.

A large addition has been built to the elevator of the Weaver Farmers' Elevator Company at Weaver, N. D., to be used for a flour house.

The Andrews & Gage elevator and coal sheds at Milnor, N. D., have been leased by the Farmers' Mill & Grain Company of that place.

Reconstruction work has been started on the Leeds Farmers' Co-operative Elevator at Leeds, N. D., which was burned this summer.

The new Farmers' Elevator Company's plant at Reynolds, N. D., has just been completed. The plant has a capacity of 12,000 bushels.

Announcement has been made that the Oltmer elevator at Bowdon, N. D., known as the "Dutch Henry" Elevator & Feed Mill, is for sale.

M. B. Jacobson is the new proprietor of the Andrews Grain Elevator at Ypsilanti, N. D. It is to be utilized as a farmers' co-operative house.

Repair work has been done to the elevator of the Farmers' Elevator Company at Ardoch, N. D., putting it in shape for this season's work.

Attempts are being made to organize a Farmers' Elevator Company at Stanton, N. D. The meetings held on August 19 and 28 were well attended.

The St. Anthony & Dakota Elevator at Cray, N. D., has been leased by J. H. Johnson, former agent of the Minnesota & Western Grain Company.

A new coal shed, with concrete foundation and floors, has been built to the plant of the Farmers' Co-operative Elevator Company at Hartford, S. D.

E. O. Dickinson has purchased the Anchor elevator at Lonetree, N. D., and expects to operate the same as the E. O. Dickinson Grain Company.

The farmers' elevator at Portal, N. D., which has been standing idle for several years, has been sold to the Standard Grain Company of Minneapolis, Minn.

Material has been shipped from Drake, N. D., to Van Hook, N. D., for the new elevator there. The material was from the Albrecht elevator at the former place.

Incorporation papers have been taken out by the Farmers' Elevator Company at Ashley, N. D., to handle grain in the two elevators, known as the Brosz elevators.

Strenuous efforts have been made to interest the farmers in the vicinity of Carlyle, S. D., in organizing a Farmers' Elevator Company to construct an elevator plant.

H. B. Blackey, operating at McVile, N. D., as the McVile Grain Company, has disposed of his elevator to P. A. Highum, a grain dealer. The new owner is associated with his brother, H. B. Highum,

of Tolna, who purchased the Gruber elevator at that point and is now operating as the Tolna Grain Company.

Arrangements have been completed whereby the Davenport Elevator Company comes into possession of the elevator at Brandt, S. D. P. J. Peterson was formerly the owner.

Extensive improvements are being made on the farmers' elevator at Pekin, N. D. A modern cleaner has been installed, new driveway put in and general repairs are now being made.

The foundation has been laid for the erection of a new elevator at Max, N. D., by P. D. Podhola. It will occupy the site formerly used by the Osborn McMillan Elevator Company.

The farmers in the vicinity of Canova, S. D., are planning to organize a farmers' co-operative company there. The new company will purchase one of the present elevator plants.

The St. Anthony & Dakota Elevator at Knox, N. D., has been purchased by D. H. Highland. This new addition to his plant will give him a storage capacity of about 50,000 bushels.

The elevator at Harmon, N. D., it is reported, has been purchased by the Farmers' Elevator Company of Mandan. F. V. Thomas, formerly of Harmon, is now in charge of the Huff plant.

An addition, with a capacity of 20,000 bushels, has been built to the plant of the Farmers' Elevator Company at Hartland, N. D. A Richardson oat separator and scale has also been installed.

For the purpose of taking over the business of the Kenmare Farmers' Elevator Company at Kenaston, N. D., the farmers have organized the Kenaston Farmers' Co-operative Elevator Company.

Plans have been completed for the construction of a 60,000-bushel elevator and a 300-barrel flour mill at Mott, N. D., by S. Stewart. The plant is to be operated as the Equity Power & Milling Company.

The M. Booky Elevator Company's property at Dickinson, N. D., has been purchased from that concern by Hugh McGillivray. He will change the name and will operate as the McGillivray Elevator Company.

The Farmers' Union Mercantile Company has erected a new 40,000-bushel elevator at Judson, N. D. In addition to this they have made plans for the installation of an electric generating plant to furnish the city with light.

P. F. Judge has decided to erect a grain elevator at Parker, S. D. The contract has been let for the construction of the new elevator, to be located on the Northwestern tracks. It will be of cribbed construction 28x32x45 feet.

A deal was consummated between the Van Dusen interests and the Farmers' Elevator Company of Ree Heights, S. D., transferring the ownership of the elevator there to the latter company. The consideration named was \$5,000.

The Farmers' Elevator Company which was recently organized at Hazel, S. D., expects to erect a 40,000-bushel elevator this season. William Wieloh is president and Gus Lindquist, secretary, treasurer and vice-president of the concern.

Seven thousand five hundred dollars were expended by the Farmers' Equity Union of Rhame, N. D., for the Western Elevator at Ives. The recently purchased plant is to be operated by the firm in conjunction with the Rhame plant.

The Saranac Farmers' Elevator Company recently filed incorporation papers at Saranac, Lake County, (mail Chester), S. D. The incorporators of the firm are Stella Steele, Gertrude Steele and Thomas Odell, and the capital stock was placed at \$25,000.

Incorporation papers were recently taken out by the Pekin Co-operative Elevator Company at Pekin, N. D., with capital stock amounting to \$15,000. The directors are: I. P. Quam, J. T. Arlien, E. P. Tangen, P. L. Holm, N. O. Hagen, Gust Kling and P. A. Peterson.

The Atlantic elevators, located at Hankinson, Sonora and Stiles, N. D., have been taken over by M. A. Wiperman, associated with Minneapolis parties. The new company is to be known as the M. & N. Elevator Company. They expect to take possession immediately.

Final arrangements have been completed for the incorporation of the Minot Farmers' Co-operative Elevator Company at Minot, N. D. The capital stock of the firm is \$20,000. The new board of officers are: President, Anton J. Johnson; vice-president, Frank Linha; secretary, Ed. Livingston; treasurer, B. Solberg. The directors propose to build a new 40,000-bushel electrically operated elevator.

Plans have been completed by the Farmers' Co-operative Union Elevator Company of Dickinson, N. D., for the erection of a grain elevator there. Application has been made to the Northern Pacific Railway Company for the lease of a site. This company was recently incorporated, capitalized with \$25,000, and has for its officers: President, John J.



Yoh; first vice-president, W. J. Mozley; second vice-president, Wm. O. Smith; secretary, Carl Riemann; treasurer, O. A. Brown.

Negotiations have been closed whereby Sherm Gregory comes into possession of the elevator property of W. H. Kellogg & Son, located at Chester, S. D. The elevator will be conducted as the Chester Grain Company and will handle both grain and coal.

The Farmers' Equity Elevator Company was recently organized at Oriska, N. D., capitalized with \$10,000. The officers of the concern are: President, Henry Bruns; secretary, Bert Bruns; treasurer, Fred Marshall, and manager, George Bruns. Wm. Flory, Carl Newman, Geo. Kuhrie, John Marshall, Bert Noltimer, Henry Bruns, Lee Isensee and Fred Marshall compose the board of directors.

## WESTERN

The elevator building at Cartersville, Mont., is being razed.

Lindgren & Co.'s elevator plant at Poplar, Mont., has been disposed of to W. H. Bain.

A 40,000-bushel elevator has been constructed at Cut Bank, Mont., by Larson & Bomay.

The farmers of Graham, Colo., are organizing for the purpose of erecting a grain elevator.

A grain and flour warehouse is to be constructed at Haines, Ore., by the Baker Mill & Grain Company.

The 30,000-bushel grain elevator at Square Butte, Mont., has been completed and is now ready for operation.

The new grain elevator being constructed at Bridger, Mont., by G. H. Shoultz is nearing completion.

It is reported that the Montana Mills of Lewistown, Mont., will erect an elevator and mill at Dillon, Mont.

A farmers' elevator company has been formed at Holyoke, Colo., to lease one of the grain elevators located there.

The new 20,000-bushel elevator at Hinsdale, Mont., is to be put into operation by the Hinsdale Mercantile Company.

The Equity Elevator & General Trading Company was incorporated at Joplin, Mont., with a capital stock of \$50,000.

The Flaxville Grain Company's elevator plant at Flaxville, Mont., has been purchased by M. M. Johnson of Plentywood.

Work has practically been completed on the new International Elevator at Scobey, Mont., replacing the one which was burned.

The Globe Construction Company is the recipient of a contract for the establishment of a grain elevator at Ware (mail Deerfield), Mont.

The elevator company operating an elevator plant at Wilbaux, Mont., has been reorganized and several new parties admitted into the firm.

The Roundup Elevator Company purchased the elevator at Forsyth, Mont., which formerly belonged to the Eastern Montana Milling Company.

The Summit Lake Lumber Company of Helm, Cal., has made arrangements for the erection of a warehouse with a capacity for 27,000 sacks of grain.

The Farmers' Elevator Company and the Grain Growers' Elevator Company of Wilbaux, Mont., have both installed new 600-bushel cleaners in their plants.

It is reported that a contract has been let by the Equity Co-operative Elevator Company of Raynesford, Mont., for the construction of an elevator.

The contract has been given out for the erection of a grain elevator at Dooley (mail Comertown), Mont., for the Farmers' Co-operative Elevator & Trading Company.

Articles of incorporation have been filed by the Farmers' Mutual Grain Supply Company at Lewistown, Mont. The company is capitalized with \$20,000 and will conduct a farmers' supply business at Coffee Creek.

Construction has been started on the three elevators to be constructed by the Bozeman Milling Company, of Bozeman, Mont., in three towns of Montana. The elevators are to be of frame construction and have a capacity of 30,000 bushels each.

The Imperial Grain & Warehouse Company of Imperial, Cal., has applied for permission to sell 75 shares of its capital stock of \$7,500. The money is to be raised so as to make possible the rebuilding of the El Centro plant which was damaged by the recent earthquake.

The Leitch Warehouse & Grain Company of Tacoma, Wash., has made extensive improvements on its plant. The old machinery has been overhauled and new machines put in. The Leitch docks have a storage capacity of about 25,000 tons of grain, a 350-ton per hour wheat conveyor, 360-ton

elevator. A bulk hopper and scouring machine is being installed.

Work on the new warehouse at Haines, Ore., to be owned and operated by J. F. O'Bryant is progressing rapidly. The new structure is of modern construction and is so carefully constructed as to be mouse-proof.

E. H. Zimmerman and G. H. Burchard anticipated the construction of a grain elevator plant at Craig, Colo. E. H. Zimmerman is connected with the Craig Milling Company of Craig and Burchard is located at Lincoln, Neb.

The Missoula Mercantile Company is erecting a new grain elevator at Stevensville, Mont. The plant is 32x40 feet and has a capacity for 20,000 bushels. This same company is planning the erection of a chain of elevators in that vicinity.

Arrangements have been completed for the construction of a grain elevator at Plevna, Mont., for Karle Hepperle. The contract for the plant, which will have a capacity of 25,000 bushels, has been let to C. E. Bird & Co., of Minneapolis.

The A. P. Rounce elevator at Mondak, Mont., has been purchased by the recently organized farmers' elevator company. A. P. Rounce is the president, I. J. Moses, vice-president, and W. L. Dieter the secretary and treasurer of the new company.

The advisability of organizing a farmers' elevator company at Ringold, Wash., is being contemplated by the farmers of that vicinity. The commissioners of Franklin County will appropriate \$2,000 for the construction of a warehouse, if such a company is formed.

A contract has been let by the Willow Warehouse Association of Willow, Glenn County, Cal., for the construction of a grain elevator at Norman (no p. o.), on the site of the one which was recently burned. The warehouse will be of brick construction and will cost \$4,000.

The Montana Milling & Elevator Company of Lewistown, Mont., has purchased the new grain elevator which was erected by W. P. Ladd, but sold by him to F. E. Crandall. The new farmers' elevator association will let a contract for the construction of a new elevator in the near future.

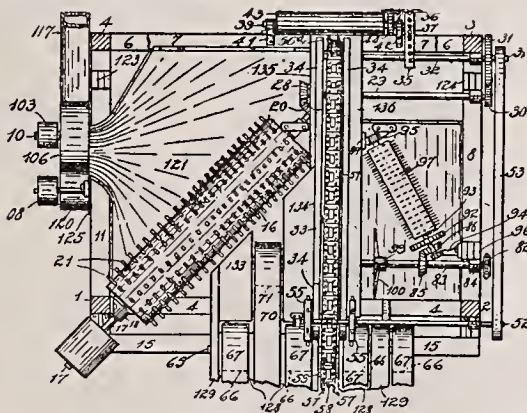
The American-Canadian Farmers' Company recently organized at Whitetail, Mont., expects to construct a farmers' grain elevator there. The incorporators of the firm are Dick Edwards, Harry Gibbs and Luther Dodd of Julian, C. C. Sorenson, A. J. Hindoier and J. D. McPhee of Eddysite, Can. The company is capitalized at \$25,000.

## GRAIN TRADE PATENTS

Bearing Date of August 10, 1915

Broom Corn Seeding, Booting and Cleaning Machine.—George H. Pallady, Allerton, Iowa. Filed November 4, 1912. No. 1,149,281. See cut.

Claim: In a broom-corn machine of the class described, co-acting seed stripping cylinders, co-acting cylinders for removing the boots from the butts of the



broom-corn stalks, and co-acting corrugated finishing rollers for removing the boots from the midlength portion of the stalks.

Car Seal.—Jeremiah A. O'Connor and Edward Fitzgerald, Chicago, Ill. Filed December 21, 1914. No. 1,149,462.

Car Seal.—Jeremiah A. O'Connor and Edward Fitzgerald, Chicago, Ill. Filed July 8, 1914. No. 1,149,460.

Apparatus for Distributing Grain.—William H. Roney, Gary, Ind. Filed September 29, 1913. No. 1,149,221. See cut.

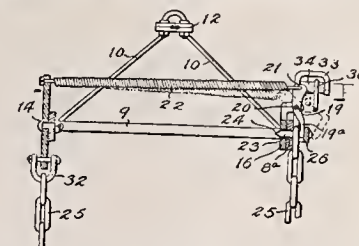
Grain Spout Adjuster.—Boulka De Boer, Corsica, S. D. Filed January 13, 1915. No. 1,149,899. See

Bearing Date of August 17, 1915

Carriers for Baled Straw and the Like.—Elmer L. Young, Holder, Ill. Filed July 24, 1914. No. 1,150,320. See cut.

Claim: A carrier for baled straw and the like, including a frame formed with spaced side bars, means for supporting the frame, a bale supporting chain, means upon one of the side bars for engaging one end of the bale supporting chain, a transversely swinging trip hook

mounted upon the opposite side bar for engaging a selected link of the chain, yielding means normally tending to swing the trip hook into inoperative position, a longitudinally swinging latch bar mounted upon the side bar for engagement with the transversely swinging trip



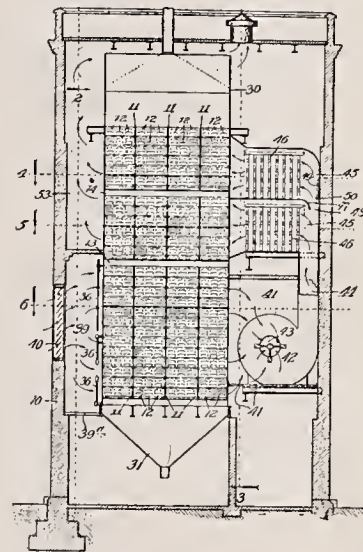
hook to hold the latter in operative position, and means for swinging the latch bar into inoperative position.

Bearing Date of August 24, 1915

Beater for Threshing Machines or Separators.—Martin Tuma, New Prague, Minn. Filed September 11, 1914. No. 1,150,908.

Apparatus for Drying and Cooling Substances.—George H. Hess, La Grange Park, Ill. Filed January 15, 1915. No. 1,151,268. See cut.

Claim: In apparatus of the character set forth, the combination of drying racks and means for causing

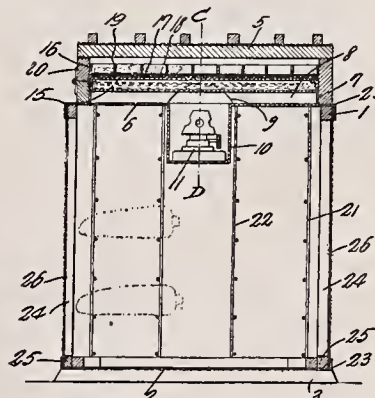


heated air to pass into one portion of said racks through one side thereof and into another portion thereof through the opposite side thereof.

Bearing Date of August 31, 1915

Corn Drier and Tester.—Henry McCabe, Decatur, Ill. Filed June 7, 1913. No. 1,152,329. See cut.

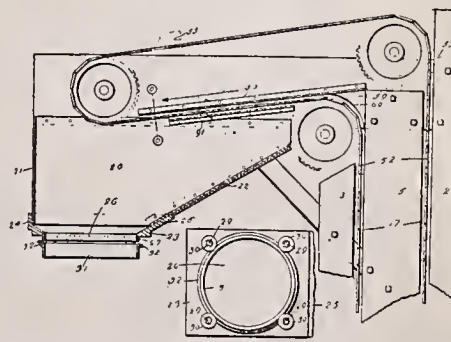
Claim: The combination with a casing, an ear supporting rack therein having a central space adapted to extend between the supported ears and a heater sus-



ended within said space, of a heat distributing pan extending within the upper portion of the casing and communicating with the heater, a water tray supported above said pan, a seed tray resting upon the water tray, and co-operating means upon the bottom of the seed tray for supporting kernels, said co-operating means forming air cells, there being free communication between the portions of the rack about the heater.

Grain Elevator.—Alfred F. Meyer, Morton, Ill. Filed June 19, 1911. No. 1,152,371. See cut.

Claim: In an elevator having a vertical leg, a chain having lifting and discharge runs, strips over-lying dis-

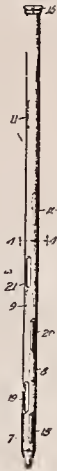


charge run of the conveyer chain to form a guiding means therefor and a triangular member having a curved edge to guide the conveyer chain from the lifting run to the discharge run.



Grain Trier.—Edward J. Wareham, Chicago, Ill., assignor of one-half to Charles L. Edell, Chicago, Ill. Filed December 2, 1914. No. 1,152,133. See cut.

Claim: A device of the class described having a tubular body closed at the lower end and having ports arranged one above the other in said body, adjacent



ports being out of alinement with each other both longitudinally and circumferentially, and a non-rotatable slide valve normally holding said ports closed, said valve having a plurality of ports arranged at different positions lengthwise of the valve, some of the ports in the valve being in line to register with some of the ports in the body as the valve is moved to open position.

## OBITUARY

D. W. Crane, a seed merchant of Los Angeles, Cal., died there of kidney trouble.

John Macdill Clark passed away August 15 at the age of 55 years at Chicago, Ill. He was secretary of the Leonard Seed Company, and had been engaged in the seed business at Chicago since 1879.

After suffering from a lingering illness, Wm. B. Knouse passed away at Lincoln, Neb. He was engaged with his son in the grain business at Kinney, but a few months previous to his decease moved to Lincoln.

After an illness of three months' duration, L. C. Remund passed away at the Northwestern Hospital at Minneapolis, Minn., on September 5. He had been a member of the Chamber of Commerce for 20 years and until two years ago was connected with the Gilfillan-Remund Company. He is survived by his widow and two sons.

On August 22, William O. Mumford, a grain dealer at Chicago, Ill., passed away at the Englewood Hospital. Mr. Mumford had been engaged in the grain business at 140 W. Van Buren Street for a number of years and was a member of the Chicago Board of Trade. He is survived by his widow and three daughters.

One of the oldest members of the Chicago Board of Trade and a veteran of the Civil War, Abel Harrison Bliss, died September 8 at his home in Chicago, Ill. Mr. Bliss came to Chicago in 1865 and in 1875 became a member of the Board of Trade. He was connected with this organization until July, 1914, when he was the second oldest member.

On August 8 Eli Alonzo Beach, president of the Beach-Wickham Grain Company of Chicago, passed away at his home at Wilmette, Ill. Mr. Beach was 73 years old at the time of his death. In 1864, Mr. Beach came to Chicago and from 1893 to 1896 was a director of the Chicago Board of Trade. In 1903 he became president of the above mentioned grain company.

Following an acute attack of indigestion, A. F. Leonhardt died suddenly of heart failure in Denver, Colo., on August 23. He was a member of the firm of A. F. Leonhardt, grain exporters of New Orleans, La. He had, at one time, been president of the New Orleans Board of Trade, and was chairman of the Grain Committee at the time of his decease. He leaves his widow, two daughters and one son. Further details of his life will be found in the "News of the Terminal Markets" in this issue.

AS the result of the war and the demand for American grown wheat the wheat growers of eastern Washington are fearful that there will be a shortage of boats on the Pacific Coast for the transportation of wheat.

CALIFORNIA boasts the only woman in the country who runs her own hay baler. Mrs. R. S. Jacober, whose ranch is located at Newhope, Orange County, Cal., is a professional baler and takes contracts for baling barley, hay, bean straw, and alfalfa.

REPORTS show that in 30 days the Kansas wheat crop slumped 17,000,000 bushels and suffered a shrinkage of 40,000,000 bushels in two months. The continued rain makes it impossible to do the harvesting. Millions of bushels were lost to the farmers because of their inability to thresh the wheat and much was lost in the shock during the wet season.

# HAY, STRAW AND FEED

J. M. Mount has sold his feed business at Logan, Ohio, to Harvey Cusion.

H. K. Hall has taken over Bradey & Son's feed business at Bedford, Iowa.

The Arthur Dewitt Company, feed dealers of Lincoln, Neb., expects to enlarge its business there.

A feed and flour store is to be conducted at Lake Nebagamon, Wis., by a Mr. Shaw of Solon Springs.

The feed and flour business at Fonda, Iowa, has been disposed of by V. W. Miller to F. J. Kenning.

An additional building has been added to the feed establishment of A. J. Jones at Moundsville, W. Va.

A feed and flour warehouse costing about \$8,000 is to be constructed at Ashland, Pa., by H. F. Bright.

Announcement has been made of the establishment of a feed store at Phillips, Wis., by John Slatinsky.

Practically all of the 1915 hay crop of California has been cornered, it is reported, by a San Francisco, Cal., syndicate. About 2,000 tons have been stored in San Jose. The syndicate has paid as much as \$13.50 for its purchases but plans to

raise the cost to either \$20 or \$22 and then sell at an enormous profit.

J. Cushing & Co., operating a feed, grain and flour store at Fitchburg, Mass., has opened a branch office at Keene, N. H.

A wholesale and retail feed and flour store has been opened up at Algoma, Wis., by R. J. Ihlenfeldt, the mayor of that town.

J. D. Nolan of Ellendale, Minn., is now the proprietor of the feed and flour enterprise of J. J. Leherz at St. James, Minn.

McLean & Elmon have dissolved partnership as feed dealers at Coffeen, Ill. Hereafter the business is to be conducted by Mr. McLean.

The interest of W. W. Blanchard of Blanchard & Ashley, feed and flour dealers at Windsor, Vt., has been purchased from him by F. S. Ashley.

The property occupied under lease by the City Feed Store, dealers in feed and flour at Scottsdale, Pa., has been purchased by that company. This firm will erect a new elevator and warehouse immediately.

H. J. Mitchell, E. E. Wolcott and Inez A. Collins have organized the H. J. Mitchell Company at Joliet, Ill., to conduct a jobbing business in feed, flour and

You Profit by Consigning Your  
**HAY**  
to  
**J. C. Pederson & Co.**  
RECEIVERS AND SHIPPERS  
30 Years' Experience in the Chicago Market.  
327 So. La Salle St., CHICAGO, ILL.

**HUFFINE & COMPANY**  
**HAY**  
Wholesale and Grain  
(Members National and Kansas City Hay Dealers Association)  
Established 1888. Kansas City, Mo.

"Price and Quality Right"

**DYER & CO.**

Reliable **HAY** Merchants

Write us for delivered prices  
on ALFALFA

705 Live Stock Exchange, KANSAS CITY, MO.



**Carlisle Commission Co.**

(Established 1889)

**WHOLESALE HAY AND GRAIN**

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

**SHIP YOUR HAY**  
to  
**ALBERT MILLER & COMPANY**  
192 N. Clark Street, CHICAGO, ILL.  
Largest Handlers of Hay in the Middle West

REFERENCES

First National Bank, Chicago  
National City Bank, Chicago  
National Produce Bank, Chicago



provisions. The capital stock of the concern is \$25,000.

Charles E. Gilpin has purchased the grocery of J. A. Brady at Cheboygan, Mich., and intends to add to his stock a full line of fresh feed, hay and grain.

L. A. Calkins has made arrangements for the construction of a warehouse at New London, Wis., where he will engage in the flour and feed business.

Dudley Pitts is now engaged in the feed and flour business at Toronto, Canada. He was formerly secretary-treasurer of the Niagara Grain & Feed Company.

The Onondaga Alfalfa Growers' Association was organized at Syracuse, N. Y., by E. P. Boyle, E. Nottingham and H. Worker Geddes, to deal in hay, grain, feed, etc.

A partnership has been formed by H. E. Perry and his son, E. H. Perry at Gainesville, Ga. They will deal in groceries and feed stuffs at that place as Perry & Son.

The feed and flour business of Andrew Bruon at Ycnkers, N. Y., has been discontinued. He will continue operating a similar business in the warehouse business at Mt. Vernon.

For the purpose of engaging in the hay and grain business, J. G. Sawyer & Co., was incorporated at Norfolk, Va. J. G. Sawyer is president and R. C. Pierce is secretary of the new concern.

#### HAY BRAND REGISTRATION

During the past month, the following application for registration of a brand of hay was published by the U. S. Patent office:



"PINK TAG HAY" baled hay. The Shoemaker Company, Oakwood, N. Y. Serial No. 85,063. Filed March 10, 1915.

#### ST: LOUIS HAY MARKET

Martin Mullally Commission Company of St. Louis, Mo., reports September 10: "Our timothy hay market ruled dull and lower, the offerings being large and far in excess of the demand, and a great deal of No. 2 and lower grades are carried over from day to day unsold, and regret to say that the larger portion of the receipts are medium and low grades. There is a fair demand at the prevailing prices for No. 1 and choice hay of all kinds, and a limited demand for No. 2 hay, but practically no inquiry for low grades, as buyers are finding no difficulty in supplying their wants with from fair to good at the decline in prices, consequently it is a hard matter to induce buyers to take low grades at any price. Prairie hay has been in scant offerings with a good demand particularly so for No. 1 and choice. While our market holds good on Prairie we advise prompt shipments, as we do not look for any improvement in prices over the present on Prairie as we look for some increase in the receipts of Prairie the coming week, and if the prevailing prices hold it is as much as can be expected."

#### LARGE HAY CROP

Albert Miller & Co., of Chicago, in a recent interview with a representative of the "American Grain Trade," said:

"The crop of hay throughout the entire United States is very large. Most of it of an inferior quality. From reports that we have received from different sections of the country, I should judge that not over 25 per cent of the hay this season will grade No. 1, and possibly not over 5 per cent will grade choice. About 50 per cent of the hay will grade No. 2 and the remaining 25 per cent will be No. 3 and no grade. In fact, in sections of some states at least 50 per cent of the hay will be No. 3 and no grade.

"On account of most sections of the country being liberally supplied with home grown hay it is going to be necessary for shippers this season to use the large terminal markets for their hay. We wish to call the attention of the shippers in the Middle West to the Chicago market. The daily consumption of hay on this market and suburbs is in the neighborhood of a thousand tons.

"This season the shippers of the Middle West will find Chicago the best outlet for medium and low grade hay. It is well known that Chicago is a great feeding station for both cattle and horses.

"Chicago's facilities for quick deliveries and prompt unloading are the best. All of the railroads in Chicago have special yards set aside for the unloading of hay. Deliveries are made and the weighing done under supervision of an official of each railroad."

## HESS DRIERS

dry all kinds of grain or seed with warm air, and cool it with fresh, cool air, from out-of-doors. The effect is beneficial in every way. The moisture content is reduced to any required percentage; all molds and odors are removed. The grain is brightened and sweetened. The shrinkage is accomplished without the slightest detrimental effect; in fact, so beneficial is the process that seed dealers everywhere are using HESS DRIERS for curing their best seeds, and the device is also used in the Seed Laboratory of the Department of Agriculture, at Washington. This Department, by experiments, has proved that HESS DRYING strengthens and quickens the germination of seed and increases the yield of grain.

The improvement of all kinds of grain for storing, shipping and milling is so well known and understood that HESS DRIERS ARE USED EVERYWHERE. From Montreal to Galveston, every Atlantic and Gulf port, exporting grain, is equipped with large HESS DRIERS, and HESS DRIED CORN for export commands a premium.

The largest grain dealers and all of the grain handling railroads, at interior points, are equipped with HESS DRIERS, as well as very many mills and country elevators, etc.

HESS DRIERS are made in eleven regular sizes, suitable for all requirements, from the smallest mill to the largest export elevator. A large supply of driers and material are always on hand, ready for instant shipment. We have promptly met a large demand for new driers from mills and elevators to dry the present crop of damp wheat. The immense amount of immature soft corn which is certain to follow will mean a large profit to the owners of HESS DRIERS who are equipped for handling this crop.

## Hess Outdoor Grain Conditioners

(PATENTED JUNE 1, 1915)

save grain from deterioration by exposing it to the action of sun, wind and fresh air, outside of the elevator.

The grain is tumbled and turned, out-of-doors, in a manner which frees it from superficial moisture, cools it to normal temperature, polishes and brightens it, removes mustiness, and in every way improves the grain. It requires no heat nor power and occupies no space in the elevator. This is new, but a decided success. Sold on thirty days' trial, and costs from \$75.00 upward.

## Brown-Duvel Moisture Testers,

with copper or glass flasks

We make them in three sizes, with two, four or six burners. Copper flasks are heated with gasoline, alcohol, gas or electricity; glass flask testers with gas, alcohol or electricity.

The Moisture Tester is essential in buying and grading grain. It takes twenty minutes only to determine the percentage of moisture, and you are safe-guarded from paying the grain price for water. It satisfies the seller, for he can witness the operation and see the actual water with his own eyes. Our testers are in use in every locality.

Write, wire or telephone for printed matter and full information. Hess service is the quickest thing you know.

## HESS WARMING & VENTILATING CO.

1210 Tacoma Bldg.,

CHICAGO, ILL.



# FIRES—CASUALTIES

About \$200 was lost by fire recently by the Willis Baird Grain Company at St. Charles, Mo.

The feed establishment of P. A. Morris at De Leon, Texas, was recently damaged by fire.

Lightning caused a slight damage to the elevator of Sidney H. Warner at Pawpaw, Ill., on August 16.

The Globe Elevator Company's plant at Buffalo, N. Y., was slightly damaged by fire on August 21.

Four hundred dollars of damage were done to A. Kirshner's feed building at Nashville, Tenn., by fire.

The farmers' elevator situated at Benedict, Neb., was slightly damaged when it was struck by lightning.

The Wheatland Elevator Company's plant at Wheatland, Man., burned not long ago with a loss of \$20,000.

A loss of \$4,000 was sustained by J. F. S. Wilson when fire consumed his feed establishment at Moran, Texas.

On August 23, the smokestack of the elevator at Chalmers, Ind., was struck by lightning, but no serious damage was done.

A dust explosion caused slight damage to the elevator of the Louisiana Grain & Milling Company, located at Lake Charles, La.

The Center Point Grain & Milling Company's elevator at Center Point, Ind., was struck but not damaged by lightning recently.

Joseph Delvo met with a painful accident which resulted in the loss of a finger while employed in his elevator at Osnabrock, N. D.

Charles Schaefer & Sons, feed dealers at Brooklyn, N. Y., suffered a heavy loss when fire damaged their warehouse and grain elevator.

While attempting to remove an obstruction in the loading spout of the car loader in the elevator at Paris, Ill., Frank Rudy mangled his thumb badly.

Milton Funk's grain plant at Kernan, near Streator, Ill., was burned down with a \$10,000 loss. The insurance carried partially covered the loss.

Claud Honn was caught in the machinery of the elevator at Walton, Kan., and killed instantly. He was 28 years old and leaves his widow and three children.

The Independent Elevator Company's plant at Ryder, N. D., was destroyed by fire on September 2, with a loss of about \$9,000. The origin of the fire is not known.

The fire which consumed the feed business of the Sink Bros., at No. 3 Church Street, Detroit, Mich., spread to neighboring houses and caused a damage of \$11,000.

Together with 70 tons of hay and 400 sacks of grain, the warehouse at Dilley, Ore., was burned completely. The plant was owned by Nels Johnson and was valued at \$1,000.

A quantity of grain was stolen from the grain elevator of the Lincoln Grain Company of Lincoln, Ill. The lock on the bin was broken and the wheat had been scooped up directly from the bin.

A heavy storm did slight damage to the workhouse and elevator of the Larabee Flour Mills Company at Hutchinson, Kan. The motor was damaged, necessitating the installation of a new one.

Fire consumed the Central Granaries Transfer house at Holdrege, Neb., on August 28. The flames consumed about 15,000 bushels of corn and the total loss is estimated to be about \$35,000 covered by insurance.

The elevator and mill of the Wichita Falls Mill & Elevator Company at Frederick, Okla., was struck by lightning and completely destroyed. The elevator was valued at about \$3,000 and was partially insured.

Spontaneous combustion is thought to have caused the fire which damaged the wholesale feed store of Wides Bros., at 118-120 East Georgia street, Indianapolis, Ind. The damage done amounted to \$200.

While employed in constructing a large cement storage bin for the Security Flour Mills Company at Abilene, Kan., a workman was fatally injured. He fell from the top of the bin to the ground, a distance of 50 feet.

On August 22 fire was discovered in the elevator at Medicine Lodge, Kan., owned by H. W. Skinner. The entire plant was consumed by the blaze which was of unknown origin. It contained between 5,000 and 6,000 bushels of grain, half of which was wheat,

the remainder, corn, barley and kaffir. The building and the grain were each partially covered by insurance.

It was thought that the farmers' elevator at Webster, N. D., was doomed when fire started from the exhaust pipe. Fortunately a water tank was near at hand and the fire was put out before any great damage had been done.

It is estimated that a loss of \$10,000 will be suffered from the fire which destroyed the elevator located at Star City, Ind., on September 1. The elevator was owned by the Liggart estate and operated by John Phillips.

On September 7, the elevator property of Frank Supple at Twin Grove (no p. o. address Bloomington), Ill., was consumed by fire together with the loss of 12,000 bushels of oats. It is estimated that the damage done amounted to \$8,000.

Growing despondent over a shortage in the accounts of the Farmers' Elevator Company, operating at Alton, Iowa, caused E. L. Dailey, its manager, to attempt suicide. He stabbed himself with a knife, but it is thought that he will recover.

While working on the building of the new Farmers' Elevator at Willow City, N. D., Clarence Sanderson met with an accident which almost proved fatal. A plank fell from the top of the building about 30 feet and struck Sanderson a glancing blow on the head.

The warehouse of the Newberg Feed & Seed Company at Newberg, Ore., was damaged by fire recently. The fire spread and practically consumed the entire building occupied by the V. A. Vincent feed establishment. The loss was partially covered by insurance.

Sixty thousand dollars or more is the estimated loss suffered by Martin Cutsinger when his elevator at Edinburg, Ind., burned down September 11. The fire was beyond control when discovered. At the time of the conflagration the plant contained 40,000

bushels of wheat. Insurance amounting to \$10,000 was carried on the building, which was valued at \$15,000, and the wheat was insured for \$36,000.

A serious accident occurred in the new Crookston Milling Company's elevator at Crookston, Minn., which may cost the lives of two men. Andrew Simonson and Harry Berg were working on a scaffolding 30 feet above ground when it fell to the hardwood floor of the plant.

A loss of several thousands of dollars was suffered by the Hawkeye grain elevator located at Red Lodge, Mont., when fire broke out in the superstructure on August 20. The roof of the plant was burned and the side walls seriously damaged. The plant was owned by a group of local business men and a plan was on foot for the purchase of it by a co-operative association. The machinery was, however, but slightly damaged.

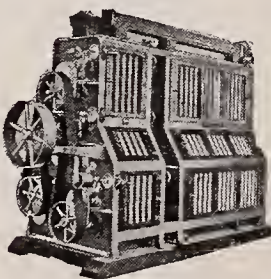
The elevator property of Samuel M. Lockhart at Wellington, Ill., was destroyed by fire on August 17. On the day previous a hot box had been discovered in the machinery but when the elevator was shut down for the night this was considered safe. It is said that the elevator contained about 2,000 bushels of oats and 800 bushels of corn, all of which was consumed. The elevator was valued at \$10,000, all of which was covered by insurance.

On August 6, Ritzville, Wash., was visited by a conflagration entailing losses of about \$100,000. The fire originated in the warehouse of Balfour-Guthrie Company. The fire soon spread to the plant of the Ritzville Warehouse Company just across the road. The Ritzville Warehouse had a large amount of wheat stored, both in the elevator and warehouse and it is supposed that this will be a total loss. The firm will rebuild as soon as the insurance adjustments have been made. The estimated loss is placed at \$22,000.

On the night of September 4, the Chesapeake & Ohio grain elevator "A," one of the largest in the United States, located at Newport News, Va., was completely destroyed by fire. The loss is estimated at near \$1,500,000 and fully 500,000 bushels of grain were consumed. The elevator had since the beginning of the European war been a large exporter of grain to Great Britain. The loss is partially covered by insurance. It is said that the fire started near the center of the elevator and before it was discovered the flames had spread from end to end of the 11-story structure.

## Michigan Elevator Men Make Money Milling Flour

Turn Waste Power, Space  
and Labor Into Good Profit.



The "Midget" Marvel

Messrs. Sprague & Ward, St. Johns, Mich., did not feel they were making enough money out of their grain elevator and feed mill. So they thought they would put in a flour mill, which they understood would be the most profitable thing for them to do, as well as supplying a need in their town.

They learned of the "Midget" Marvel Mill, which so many other grain and elevator men have put in, for converting their waste power, waste space, and waste labor into a good big round profit.

Neither had ever had any milling experience, but in December, 1914, they put in a 25-barrel "Midget" Marvel, which, after 8 months had paid them so well and earned such a fine reputation for making good flour, that they were compelled to order a 50-barrel "Midget" mill, which is now being installed.

Their operator, Mr. Fred Ansley, had never had any milling experience, either, but after having been instructed by our Mr. Wolcott, the genial "Midget" Marvel agent in that section, he became an expert, and his flour was so satisfactory that within two months he was running the mill night and day.

Mr. Ansley was so well pleased with the "Midget" Marvel that he organized a company at Durant, Mich., and is going to install a 25-barrel "Midget" Marvel mill there as a starter. Messrs. Sprague & Ward will not have any trouble finding a man to take his place, as the "Midget" Marvel requires so little attention that most anybody can run it, without much instruction.

Write today for our interesting free book—"The Story of a Wonderful Flour Mill"—which tells all about this marvelous "Midget" Marvel mill wonder that is revolutionizing the milling business. It gives estimates, prices, terms, etc. Write for it today.

**Anglo-American Mill Co., Inc.**  
445 4th Street Owensboro, Ky.

GRINDING TESTS are being conducted by Mr. J. T. Lawler at the San Francisco Exposition in the Palace of Food Products Building, S. E. Corner Court Place, with the "Baby Midget" and three "Midgets" on exhibition.



## FIELD SEEDS

F. W. Mayhew of Watertown, N. Y., is now in charge of the branch of the Grenell Seed Company at Saginaw, Mich.

The seed establishment of H. S. Clifford has been closed down by him at Beloit, Wis., after 28 years of operation.

A 60x120-foot building is being constructed at Corvallis, Ore., by M. M. Walker, manager of the Atlanta Seed Company.

A receiver has been appointed for the Johnson Seed Company, conducting its business at 217 Market Street, Philadelphia, Pa.

O. J. Stark has purchased the property of the Faribault Seed Company at Faribault, Minn. He was formerly connected with that firm.

The Farmer Seed & Nursery Company of Faribault, Minn., has made plans to shut down its Minneapolis plant except during the spring months.

A laboratory has been installed by the Ross Seed Company of Louisville, Ky., and a chemist employed by that company to determine the character of their seeds by careful tests.

The Hoermann Seed Store was incorporated at Terre Haute, Ind., by Frank and Mary E. Hoermann and Leonard J. Quinlan. This company, capitalized with \$5,000, will deal in seeds and plants.

An addition has been built to the building of the Marlow Seed Company at 119 W. Douglas Avenue, Wichita, Kan. It will cost \$1,100 and will be completed and ready for occupation October 1.

Announcement has been made that there are plans on foot for the formation of a farmers' co-operative organization at Miles City, Mont., interested in the growing and marketing of alfalfa seed.

Ground has been broken for the new factory and warehouse of the Young-Randolph Seed Company at Owosso, Mich. The building is to be of brick construction, 30x100 feet. Later an addition, 42x100 feet, will be constructed.

Plans have been made by the Springfield Seed Company of Springfield, Mo., for several thousand dollars of improvements. The company will use the storage plant leased from the Springfield Arctic Ice Company as a warehouse, and its new warehouse will be remodeled.

A new seed house was opened in Buhl, Idaho, by Foster & Gannon. They purchased the old building, formerly used by the Buhl Grain & Produce Company, and have built an addition, 20x34 feet, to it. They have installed electric motors and will do custom cleaning in connection with buying seeds.

The Bogy Mercantile Company has opened a new seed warehouse at Chinook, Mont. This department, operated with James Griffin as manager, will be devoted to the buying of native grown seed for sale in the outside markets. The new building will be 30x140 feet, with up-to-date power and cleaning devices, including a small grist mill.

## SEED TRADE-MARKS

The following new seed trade-mark was published by the U. S. Patent Office during the last month:

SETH BULLOCK RANCH  
ALFALFA SEED  
*Seth Bullock*

Ser. No. 84,807

"Seth Bullock Ranch Alfalfa Seed." Seth Bullock, Deadwood, S. D. Filed February 27, 1915. Ser. No. 84,807. See cut.

## CLOVER SEED MARKET

Southworth & Co., of Toledo, Ohio, give the following report on clover seed September 11:

"Clover advanced sharply to above \$11, gaining over a dollar in one week, on unfavorable weather and harvesting returns. Some liquidation apparent around \$11, but many holders willing to 'sit tight' awaiting a further bulge. The long side appears overcrowded, and better weather might cause a reaction, though there is a widespread belief that the crop will be only moderate in size at best, and might be very small unless the weather improves. Our reports indicate small yield where harvesting has already been done. Liberal acreage will help the final total.

"Some Eastern dealers think prices are too high. They say stocks are liberal, and the advance has brought out seed that was in hiding. Some im-

ports of seed are probable. Last year the East bought early and lost by doing it. This year they may be more patient.

"Toledo clover seed stocks are liberal compared with a year ago. September receipts very light thus far. Small receipts are expected all month, owing to the late season. The weather is still the principal factor."

## RYEGRASS SEED CROP IN IRELAND

"The weather during the late spring and early summer was abnormally dry," says McClinton & Co., Belfast, Ireland, in a special letter under date of August 24, to the "American Grain Trade." "This resulted in a lighter hay crop than usual. The crop was cut down in showery weather, and has been exposed, in the fields, to continuous heavy rains. Quality of both Perennial and Italian has been damaged, and we fear the larger proportion of the crop will be dark in color.

"We believe quantity will bulk larger than last season—probably 10 per cent—but will be considerably under an average. About two-thirds of the crop is still in the fields, and will be improved in condition by the fine sunny weather we have had for the past few days.

"Bushel weight will be satisfactory, as the seed had ample time to ripen. However, we can hardly expect to see such a large proportion of the heaviest grades, as was the case last season.

"Threshing will take place much later than usual, so that supplies will not move freely until well into September. There is no prospect of our being able to ship new crop seed before October.

"Crested Dogstail is a full average crop, so far as quantity is concerned, but the seed will be dark in color. Bright parcels will be very scarce, and no doubt will command a considerable premium.

"A continuance of the fine weather we are now enjoying would have a most beneficial effect on the quality. It will be several weeks yet before we are able to submit samples, but will do so at the earliest possible moment."

## Southern Seeds

Cow Peas, Velvet Beans, Soy Beans, Sorghum, Kaffir Corn, Feterita, Shallu, Teosinte, Japanese Millet, Peanuts, Burr Clover, Japan Clover, Sudan Grass, Rhodes Grass, Natal and Bermuda Grass, Beardless Barley, Fulghum Oats, Abruzzi Rye.

N. L. WILLET SEED COMPANY, Augusta, Ga.

## Clover Seed Active

With approach of critical crop making season, clover seed futures are increasingly active. Prices latter part of season generally cover wide range. Toledo is center of clover trading. Our facilities are complete. Inquiries and orders receive immediate attention. Daily Letter, with latest news views on request.

SOUTHWORTH & CO.

901-2-3 Second National Bank Bldg., Toledo, Ohio

## Grain and Seeds

## FOR SALE.

Carloads of bulk maize. Pure Soudan seed. NORRIS BROS., Lockney, Texas.

## GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

## WANTED

One hundred cars Oat Straw, Timothy Hay, Heavy Bright Montana Oats. Send sample. C. T. HAMILTON, New Castle, Pa.

## ALFALFA SEED FOR SALE

Also Millet, Rape Seed, Timothy, Cane, Sweet Clover or anything in the seed line at CAMPBELL'S SEED HOUSE, Dept. C, Seward, Neb.

## FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogstail. Highest grades re-cleaned and tested. C.i.f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

## SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

BUYERS  
and  
SELLERS

Medium, Alsike,  
White, Alfalfa,  
Clover, Timothy,  
Grasses, etc.

Mail Samples.

Ask for Prices.

Milwaukee Seed Co.  
Milwaukee, Wis.



## THE ILLINOIS SEED CO.

CHICAGO, ILL.

We Buy and Sell

## FIELD SEEDS

Ask for Prices.

Mail Samples for Bids.

## SEEDS

Grain, Clover and Grass Seeds,  
CHAS. E. PRUNTY,  
7, 9 and 11 South Main St. SAINT LOUIS

## The ALBERT DICKINSON COMPANY

## GRASS SEEDS FIELD

To Meet Demands Of

## PURE SEED LAWS

Chicago

Minneapolis



## SULPHURED OATS CONFERENCE

Following the sulphured oats conference at Chicago on August 5, which was called to discuss the seizure of two cars of oats by the Government under the contention that the moisture added to the oats in the sulphuring process had not been extracted before shipping, a meeting was held in Washington on August 25, between the legislative committee of the Grain Dealers' National Association and J. C. F. Merrill of Chicago, and representatives of the U. S. Bureau of Chemistry.

The delegates at the Chicago conference had left the matter in the hands of this committee and they attempted to ascertain at Washington just where the trade stood and what was to be permitted.

Dr. Emerson and two solicitors for the Bureau of Chemistry, Messrs. Jones and Henderson, represented the Government. A. E. Reynolds opened the case for the grain dealers and made a strong plea for non-interference, based on the high moisture content of oats this year and their bad color due to weathering. Mr. Merrill, Harry Halliday, of Cairo, Mr. Sale of Bluffton, Ind., and Lee G. Metcalf, of Illiopolis, Ill., supported him in his arguments, each in turn making good argument of the difficulty in handling the crops on the terms proposed by the Government. They offered to label each shipment of oats exactly what it was so that the buyer could not be deceived in any way as to their quality or condition, but this Dr. Emerson objected to on the ground that it would take the shipments out of the jurisdiction of the Bureau of Chemistry as determined under the Food and Drugs Act.

The only statement that could be obtained as to the probable course the Government would pursue was that no moisture could be added that was not subsequently taken out again before shipment. Mr. Reynolds suggested that the price of oats would be seriously affected if the grain men were left in uncertainty. To this Dr. Emerson replied:

The grain men know exactly what they can do. There is no possibility of misunderstanding on that score. It is very clear. If moisture is added by the sulphuring process, it must be taken out before the oats can be put into interstate commerce. Oats containing 10 per cent of moisture before sulphuring cannot be put into commerce containing 10½ per cent. This should be very clear.

And he further added:

If I understand you correctly, you want us to rule that the present oats crop is exempt from the pure food and drugs act on account of its very high normal moisture content. You wish the Department to rule that certain forms of billing may be used. This, the Department believes, would take the present oat crop out of the jurisdiction of the Bureau of Chemistry, and we could not protect the honest man. Dr. Alsberg will return to Washington before the first of September. I promise this subject shall be given serious consideration.

## GOVERNMENT CROP ESTIMATE

The following estimates of the leading crops were issued on September 8, 1915, by the Crop Reporting Board of the Bureau of Crop Estimates, U. S. Bureau of Agriculture. The figures were computed from reports received by correspondents and agents up to September 1, 1915:

### FOR THE UNITED STATES.

Crop.	Sept. 1, 1915.	Sept. 1, 1914.	Aug. 1, 1915.	Acreage, 1915.
Winter wheat	94.6	68.0	93.4	40,169,000
Spring wheat	78.8	71.7	79.5	19,248,000
All wheat	91.1	75.8	91.6	59,417,000
Corn	91.1	75.8	91.6	109,273,000
Oats	94.2	82.4	93.8	40,193,000
Barley	88.6	87.1	92.6	7,393,000
Rye	87.6	72.9	91.2	2,594,000
Buckwheat	82.3	88.9	90.0	800,000
Flax	89.0	89.0	89.0	1,881,000
Rice				815,000
Hay (tame)				50,907,000

Crop.	Yield per acre, 1915.	Yield per acre, 1914.	Final.	Sept. Fore-cast.	Aug. Fore-cast.	1914.
Winter wheat	16.4	19.0	659	659	685	685
Spring wheat	16.8	11.8	322	307	206	206
All wheat	16.5	16.6	981	966	891	891
Corn	27.3	25.8	2,985	2,918	2,673	2,673
Oats	35.0	29.7	1,408	1,402	1,141	1,141
Barley	30.2	25.8	223	217	195	195
Rye	17.0	16.8	44	44	43	43
Buckwheat	21.9	21.3	18	18	17	17
Flax	9.7	8.3	18	18	16	16
Rice	32.2	34.1	26	30	24	24
Hay (tame), tons	1.59	1.43	81	75	70	70

## CLOVER SEED ACREAGE

The acreage for clover seed in the United States this year is estimated to be about 114.5 per cent of last year's acreage, based upon reports to the Bureau of Crop Estimates of the U. S. Department of Agriculture. The condition of the crop on September 1 is estimated at 80.3 per cent of normal, which compares with 77.3 per cent a year ago and 79.7, the average of the past ten years on September 1. These figures forecast a moderately larger crop this year. The acreage this year as compared with last year, and the condition on September 1 of this year and of last year, in percentage of normal in important states, are estimated respectively as follows: New

York, 125, 88, 73; Pennsylvania, 95, 83, 84; Ohio, 108, 74, 78; Indiana, 130, 67, 74; Illinois, 125, 78, 70; Michigan, 106, 79, 84; Wisconsin, 95, 83, 88; Minnesota, 97, 84, 91; Iowa, 102, 87, 86; Missouri, 148, 79, 63; Kentucky, 140, 89, 55; Tennessee, 120, 88, 75; Idaho, 120, 94, 88; Oregon, 86, 84, 63.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### KANSAS ELEVATOR FOR SALE

Only elevator at good grain station. J. JACOBSON, Formoso, Kan.

### FOR SALE

An 80,000-bushel 25-bin steel elevator. BAY CITY RICE MILLING CO., Bay City, Texas.

### FOR SALE

A 20,000-bushel elevator and hay sheds, new, located in the best hay, grain and bean section in the state. Will sell half or all. Inquire of owner. LESLIE MELLAN, Snover, Mich.

### FOR SALE

A 10,000-bushel capacity elevator with Fairbanks Dump Wagon Scale, Richardson Automatic Loading Scale, and 12-h.p. Fairbanks-Morse Gasoline Engine. Elevator built last year and of latest type. J. A. & H. C. TENHAEFF, La Prairie, Ill.

### FOR SALE

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

### FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten-horsepower Lauson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

## MACHINERY

### FOR SALE

Twenty Fairbanks Scale Test Weights, in good condition. Correct seal. D. M. ORCUTT, 2217 Sixth Ave., Council Bluffs, Iowa.

### WANTED

Second-hand grain drier. Must be in good condition. Name kind, capacity and price. W. A. WOODWARD, Urbana, Ohio.

### A NOISE LIKE MONEY FOR YOU

Write for special low prices on high grade, slightly used gas or gasoline engines. We can fill your requirements satisfactorily. Have first-class bargain values from 1 to 100-h.p. State your power needs, and let us quote. THE BADGER MOTOR CO., Milwaukee, Wis.

### FOR SALE

One No. 24 Perfection Dust Collector.  
One No. 15 Perfection Dust Collector.  
One No. 25 Niagara Dust Collector.  
Three No. 25 Niagara Dust Collectors.  
All in good condition. W. J. JENNISON COMPANY, Appleton, Minn.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

## BAGS

### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Edward P. McKenna

John A. Rodgers

## McKENNA & RODGERS COMMISSION MERCHANTS

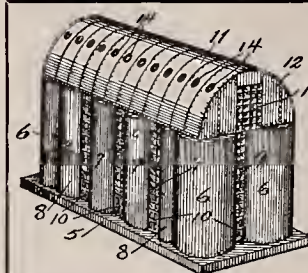
Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
Special Attention

Phone  
Harrison 7228

Orders in Futures  
carefully executed



This Patent Sold  
for \$50,000.00

RICHARD J. JACKER

PATENT  
ATTORNEY

Established 1892  
MONADNOCK BLOCK  
CHICAGO, ILL.

## THE SYKES COMPANY

930 West 19th Place, Chicago

MAKERS OF

FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and  
Metal Roofing  
For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

## Transit Leaks

are unknown to the grain shippers who use

## KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

### The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.  
SHELBYVILLE, INDIANA, U. S. A.



## ASSOCIATIONS

### TEXAS KAFFIR AND MILO ASSOCIATION

A movement toward more efficient methods in handling sorghums and extending the market in the Southwest culminated recently in the formation of the Texas Kaffir and Milo Association at Amarillo, Texas. The following officers were elected: President, W. P. Dial, Memphis; vice-president, J. W. Longstreth, Plainview; secretary, George W. Briggs, Lubbock; treasurer, Ray Wheatly, Amarillo.

### NATIONAL HAY ASSOCIATION REPORT OUT

In its usual artistic dress the annual report of the National Hay Association has been issued by J. Vining Taylor, who is to be congratulated on the workmanship and general appearance of this book of more than 300 pages.

Besides the report of the convention at Niagara Falls, which is given in full, the book contains a wealth of valuable information for hay dealers, including the hay laws, Association rules, grades of hay in various countries and markets, complete hay statistics, and the directory of the National Association.

### THE ILLINOIS CLAIMS BUREAU

BY F. S. LARSON.\*

Chairman Claims Committee, Illinois Grain Dealers' Association.

Why should Illinois grain dealers patronize the Claims Bureau of the Illinois Grain Dealers' Association?

Because more than 150 members are already doing so, and what gives satisfaction to them should also give satisfaction to others like them;

Because the more dealers there are who regularly file their claims with the Association Bureau, the greater will be its strength and efficiency;

Because more than \$15,000 was collected on claims filed by the Association with the railroads last year, despite some rather unfortunate conditions;

Because the Claims Committee authorizes the filing of suits for members, paying the attorneys' fees and other costs out of the department funds, and pushing to a conclusion many questions, to the benefit of all dealers;

Because it takes money to forward these suits, and more of the members should be willing to help indirectly by paying into the association Claims Bureau the small fee of 10 per cent of the amount collected, all such fees going into the Claims Bureau fund to be used for necessary litigation and running expenses;

Because the railroads have all come to appreciate the merit of giving more careful consideration to a claim presented by an organization of 700 live business men, than to a like claim presented by a solitary individual acting for himself alone;

Because most grain dealers lack the inclination and haven't the time, temperament or facilities to keep continually after the railroads with their claims, as stubbornly and tenaciously as does the Association.

I have been on the Claims Committee of the Illinois Grain Dealers' Association since 1912, and have seen the growth and development of the Claims Bureau. I know its trials and vicissitudes pretty well. But I know also the splendid success that it has gained and I have no hesitancy in urging a more general use of this department of

association activity, for I know that the Claims Bureau is delivering the goods. I know, too, of plans now being made that will still further increase the efficiency of the Bureau. Only when a still greater percentage of the members file their claims with the secretary will the Claims Bureau reach its highest value; and not until then will the Association realize to the fullest degree its possibilities as an organization of "honest, energetic business men" united for "justice, equity and a square deal."

I very earnestly commend the Claims Bureau to the attention of each and every member of the Association, and I never lose an opportunity to suggest to nonmember dealers the advantages of the Claims Bureau among the many others offered by the Association—because it will save every shipper worry, time and money, and will accomplish the desired results.

All any "Doubting Thomas" has to do to be entirely converted is to get a report on the Claims Bureau for the past twelve months from the secretary, or to ask the opinion of any other wide-awake shipper who uses the Bureau. Its record speaks for itself, and what it has done for others you should let it do for you. Anyhow, the most dubious member can satisfy himself very easily, and it costs him nothing to try!

### NEW YORK HAY DEALERS HOLD FINE MEETING

The annual convention of the New York State Hay Dealers' Association, held at Rochester on August 27, brought out an attendance of about 200 members and guests, and some of the best papers that the hay trade have ever listened to. President Charles A. Coleman presided and Mayor Hiram H. Edgerton of Rochester welcomed the delegates.

Addresses were made by Burt Winchester for E. W. Bertholf of Jersey City, N. J.; Roland B. Woodward of Rochester; Fred M. Williams, New York City; S. S. Anderson, Boston; Egil Steen, Baltimore; J. M. McKenzie of Fall River, Mass.; B. A. Dean of Auburn, N. Y.; J. Vining Taylor, secretary of the National Hay Association; W. B. Rupert, Newark, N. J., and Warren Dean, Auburn, N. Y.

The election of officers resulted as follows: President, George W. Whiting of Canisteo, N. Y.; vice-president, Warren Dean of Auburn, N. Y.; secretary and treasurer, Willis Bullock, Canajoharie, N. Y.

### DEALERS OF NORTHWEST MEET

The grain dealers and millers of Montana, Idaho, Washington, Oregon, and Wyoming met at Helena, Mont., for their annual convention on August 22. D. R. Fisher of Bozeman, Mont., presided, and the convention, while not so well attended as was hoped, was a profitable meeting for all who participated. It was decided to hold future meetings in June when more members could get away from business, and Hunter's Hot Springs was decided upon as the next convention place.

The following officers were elected: H. S. Anderson, Stanford, president; R. T. Trask, Bozeman, vice-president, and W. H. Pierce, Great Falls, treasurer. H. N. Stockett of Great Falls was reappointed secretary. Members of the Advisory Board are H. S. Anderson, Stanford; C. R. McClave, Lewistown, and W. H. Pierce, Great Falls. The Executive Committee is composed of H. S. Anderson, manager of the Farmers' Elevator Co. of Stanford; C. R. McClave of Lewistown, manager of the Montana Flour

Mills Co., and W. H. Pierce, general superintendent of the Rocky Mountain Elevator Co. of Great Falls.

### THE INDIANA OUTING

A more or less steady rain which began Saturday night and continued till Monday was all that prevented a record breaking attendance at the annual outing of the Indiana grain dealers and millers. As it was there were over 50 men present, mostly grain dealers, and with their families the attendance was close to 80. Considering that the meeting, September 4 to 6 inclusive, came right in the middle of grain threshing, this showing is most gratifying.

In spite of the inclement weather everybody had a good time. The only thing that suffered was the weather. There were a great many unkind things said about it, and if it has a conscience we are sure it was ashamed of itself. Ed Shepperd of Indianapolis and one or two other enthusiastic Isaac Waltons braved the downpour to try their luck with the rod and line. Their enthusiasm was greater before the venture than afterward, however, for the fishing was "no grade." L. G. Lederer of Baltimore, Bill Frank of Frankfort and one or two others tried the swimming, which was said to be fine, although too cold for most of us. But for the most part the energies were expended in scratching matches on chair bottoms and talking over the unprecedented situation.

There was plenty to talk about. Everyone was full of new experiences growing out of the wet grain and its problems, but a generally philosophic attitude was evidenced by everyone and it is plain that the strong-hearted Indiana dealers will meet whatever the season brings forth with a brave spirit and all the optimism possible.

The slim attendance of the millers was something of a disappointment, for even the most constant attendants were missing. Carl W. Sims of Frankfort was there, as was to be expected, and one or two others, but many who had put off starting till Saturday night were deterred by the weather and did not get there at all.

While no attempt at a program was made, one or two informal entertainments were pulled off and were much enjoyed. On Saturday evening everyone went to the gymnasium of the Culver Military Academy and watched a most interesting moving picture showing the activities of the school. On Sunday morning we returned again to the grounds of the school and under the guidance of one of the officers inspected the admirably equipped buildings. In the afternoon a Victrola concert in the hotel parlors was enjoyed. Bert Boyd was invited to add to the entertainment some of his popular legerdemain feats, but being Sunday he declined—as a matter of principle.

In this way the discussions were pleasantly broken up and nobody suffered from ennui.

Among those in attendance at Lake Maxinkuckee were:

Lewis G. Lederer, Baltimore; H. N. Wallace, Cleveland; J. H. Morrow and wife, Wabash, Ind.; A. E. Betts and wife, Frankfort; Chas. A. Ashpaugh and family; Richard Pride, Chicago; L. C. Huey, Indianapolis; C. W. Bell, Indianapolis; J. A. Washburn and family, Kentland; Ed. Cox, Kentland; A. B. Hinshaw and wife; F. L. Randall and wife; C. A. McCotter and wife, Indianapolis; C. B. Sinex and wife, Indianapolis; M. E. Uncapher, Groverstown; Geo. L. Stebbins and wife, Chicago; L. M. Smith, Chicago; H. P. Talbert, Indianapolis; D. A. Schuyver, Mt. Sterling; O. S. Henkle, Chicago; Mr. Connors, Chicago; J. T. Gehring, Indianapolis; J. E. Coope, Detroit; Chas. B. Riley and wife, Indianapolis; F. C. Williams, Indianapolis; Ed. K. Shepperd, Indianapolis; Carl W. Sims, Frankfort; J. M. Truman, Lafayette; R. W. Baker, Crawfordsville; E. W. Korty, Lafayette; Albert Keep, Medaryville; O. A. Dutches, Walton; A. A. Flora, Flora; Fred C. Hunt and wife, New Richmond; Charles Hayward and wife, New Richmond; Sam Finney, Chicago; T. W. Swift, Detroit; Bill Frank, Frankfort; J. C. Strong and family, Chicago; R. R. Rossing, Chicago; R. S. Stall, Thornton; F. K. Stevage, Frankfort; A. S. Garman, Akron; W. B. Foresman, Lafayette; A. W. Walls, LaCrosse; John Switzer, Union Mills; W. E. Henkel and wife, Indianapolis; Bert A. Boyd and wife, Indianapolis; C. W. Hall and wife, Penn; M. L. Tamke and wife, Logansport; F. H. Morley, Jr., Chicago; G. News, Lansing; Geo. Howsteiter, Indianapolis; F. J. Schonhart, Buffalo.

\*Prepared especially for the "American Grain Trade."

BOARD  
OF  
TRADE

DETROIT

GRAIN  
RECEIVERS

**Dumont, Roberts & Co.**  
GRAIN MERCHANTS

Try our Service on Consignments of your

WHEAT - CORN - OATS

301-2 Chamber of Commerce, DETROIT, MICH.

**SWIFT GRAIN CO.**

Receivers and Shippers

DETROIT

MICHIGAN

Members { Detroit Board of Trade  
Chicago Board of Trade

**A Card Ad**

in the

**"American Grain Trade"**

has Excellent Display and  
is Always Easy to Find.



PRODUCE  
EXCHANGE

NEW YORK

GRAIN  
RECEIVERS

**Reusch & Schwartz Co., Inc.**

**COMMISSION MERCHANTS**  
Wheat---Corn---Oats---Millfeeds

Postal Telegraph Bldg.  
CHICAGO

Produce Exchange  
NEW YORK

**BROOKLYN HAY & GRAIN CO.**

HAY, STRAW AND GRAIN  
**COMMISSION MERCHANTS**

ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

**L. W. FORBELL & CO.**

**Commission Merchants**

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.

BOARD  
OF  
TRADE

DULUTH

GRAIN  
RECEIVERS

Always at Your Service

**WHITE GRAIN CO.**

COMMISSION MERCHANTS

RECEIVERS AND SHIPPERS

**GRAIN AND HAY**

208 Board of Trade,

DULUTH, MINN.

**Randall, Gee & Mitchell Co.**

OATS BARLEY CHICKEN FEED  
WHEAT SHIPPERS

Write for Samples and Prices

Duluth,

Minnesota

BOARD  
OF  
TRADE

KANSAS CITY

GRAIN  
RECEIVERS

**E. E. ROAHEN GRAIN CO.**

**Top Notch Service**

**Both Markets**

**WICHITA, KAN.**

**KANSAS CITY, MO.**



Yours for Consignments

**STEVENSON SALES SATISFY**

Buying orders for WHEAT carefully executed.

A TRIAL will convince you of  
our RELIABILITY.

**STEVENSON GRAIN CO.**

201 New England Bldg.

Kansas City, Mo.

Members Board of Trade.

**BRUCE BROS. GRAIN CO.**

KANSAS CITY, MO.

::

WICHITA, KANS.

**CONSIGNMENTS**

We aim to handle your grain to your own profit and satisfaction

**Western Grain Company**

RECEIVERS AND SHIPPERS

Corn, Oats, Corn Chops, Mill Feed, Sacked or Bulk,  
Straight or Mixed Cars. Write, wire or phone us  
for prices. Arrival or demand draft terms.

Gibraltar Bldg., Kansas City, Mo.

Proprietors of the Dixie Elevator.

**The Book of Wrinkles**

THIS IS A COLLECTION, IN BOOK FORM, OF A LARGE NUMBER OF HANDY AND  
LABOR-**SAVING** DEVICES FOR GRAIN ELEVATORS AND FLOUR MILLS. A 136-PAGE  
BOOK, FULLY ILLUSTRATED. PRICE \$1.00.

**MITCHELL BROS. PUBLISHING CO.**

431 S. Dearborn Street

CHICAGO, ILL.

**Peirson-Lathrop Grain Co.**

GRAIN COMMISSION  
MERCHANTS AND SHIPPERS

501-502 Board of Trade Bldg., Kansas City, Mo.

MEMBERS

Kansas City Board of Trade.  
St. Louis Merchants' Exchange.

Chicago Board of Trade.  
Grain Dealers Nat'l Ass'n.



**MERCHANTS'  
EXCHANGE**



## ST. LOUIS



**GRAIN  
RECEIVERS**

### Nanson Commission Co.

(INCORPORATED)

#### GRAIN AND HAY

202 Chamber of Commerce

Write Us for Full  
Information on  
St. Louis Markets

**ST. LOUIS**

Consignments a  
Specialty

CONSIGN YOUR HAY TO

#### HENRY W. MACK COMMISSION MERCHANT

44 GAY BUILDING  
ST. LOUIS

EXCLUSIVE HAY HOUSE. Handled Hay in St. Louis  
Market over 20 years. Will make liberal advances on ship-  
ments. Quick sales and prompt returns guaranteed.

SECOND EDITION

OF

JAMES McALPINE & COMPANY'S

### CABLE CODE

NOW READY

331 Pages—Bound in One-Half Leather, Cloth Sides

Price \$8.00

EXPRESS CHARGES PREPAID

Mitchell Brothers Publishing Co.

431 S. Dearborn St.

CHICAGO

**ROPP'S CALCULATOR**—Invaluable for Grain Deal-  
ers. Tables show at a  
glance the value of wheat, corn, rye, oats, barley, seeds, etc.,  
at all market prices per bushel. Trade discounts, stock  
tables, capacity tables, short-cut arithmetic. Solves all grain  
problems with lightning rapidity. Price \$1.25.

Marshall Hall, President

**M-W**

E. L. Waggoner, Vice-President

### MARSHALL HALL-WAGGONER GRAIN CO.

**Grain on Commission—Track Bidders—Exporters**

Ask for Our Track Bids.

You Will Find Them Attractive.

**206 Merchants Exchange, St. Louis Mo.**

MEMBERS (St. Louis Merchants Exchange  
Chicago Board of Trade

New York Produce Exchange  
Wichita Board of Trade

Ship Your Hay, Grain and Seeds to

### MARTIN MULLALLY COMMISSION COMPANY

We make a Specialty of Track and Sample Sales.

Handle on Consignment Only. Careful execution of orders for futures.

Nos. 405 and 406 Chamber of Commerce

ST. LOUIS, MO

### Toberman, Mackey & Company

Fastest Growing Commission House in America.

Can handle your Consignments in St. Louis and Kansas City.

#### GRAIN, HAY AND SEEDS

ST. LOUIS

KANSAS CITY

### "THE CONSIGNMENT HOUSE OF ST. LOUIS"

GRAIN, HAY & GRASS SEEDS

**Picker & Beardsley Com. Co.**

118 NORTH MAIN STREET.

### GOFFE & CARKENER CO.

RECEIVERS

#### GRAIN, HAY AND SEEDS

106-107 Merchants Exchange

ST. LOUIS

W. C. GOFFE G. S. CARKENER G. C. MARTIN, JR.  
K. C., Mo., Office, 101-102 Board of Trade

**PRODUCE  
EXCHANGE**



## TOLEDO



**GRAIN  
RECEIVERS**

### OUR BOY SOLOMON

Talks for

### C. A. King & Co.

READ THEIR SPECIAL  
MARKET REPORTS

Be Friendly

Write Occasionally

### JOHN WICKENHISER & CO.

Wholesale Grain Dealers

TOLEDO, OHIO

We make track bids and quote delivered prices.  
Solicit consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade

### THE YOUNG GRAIN COMPANY

TOLEDO, OHIO

#### GRAIN AND SEEDS

Consignments—Futures

Let us demonstrate our service

### "SEND IT TO ZAHM"

THAT Consignment of Wheat, Oats, Corn or Seed.

THAT Order for Futures—Toledo or Chicago.

TOLEDO is the real market for Red Clover,  
Alsike and Timothy futures.

### J. F. ZAHM & CO.

TOLEDO (Here since 1879) OHIO

ASK FOR OUR DAILY RED LETTER — FREE

### Books for Grain Men

The following standard works will be sent upon  
receipt of prices shown:

**The Book of Alfalfa.**—History, culti-  
vation and merits. 336 pages. Illus-  
trated. Bound in cloth. Price...\$2.00

**The Book of Corn.**—An authoritative  
work on the culture, marketing and use  
of corn in America and elsewhere. Com-  
piled by Herbert Myrick. 368 pages.  
Profusely illustrated and bound in cloth.  
Price.....\$1.50

**Shafting, Pulleys and Belting.**—By  
Hubert E. Collins. An invaluable work  
for grain elevators or any other place  
where machinery is installed. Illustrated.  
Bound in cloth. Price.....\$1.00

MITCHELL BROTHERS PUBLISHING CO.

431 S. DEARBORN ST.

CHICAGO, ILL.



BOARD  
OF  
TRADE



## CHICAGO



GRAIN  
RECEIVERS

*"It's the Service"*  
**NASH-WRIGHT GRAIN CO.**  
COMMISSION MERCHANTS  
Grain, Seeds and Provisions  
Consignments and orders for futures solicited  
717-720 Postal Telegraph Bldg., Chicago

**Gerstenberg & Company**  
COMMISSION MERCHANTS  
Grain Seeds and Mill Feed  
Barley a Specialty  
305-315 So. La Salle St., CHICAGO, ILL.

**J. P. GRIFFIN & COMPANY**  
Grain Commission  
79 BOARD OF TRADE  
Long Distance Telephone  
Harrison 5693  
**CHICAGO**

**RUMSEY & COMPANY**  
FOUNDED 1867  
COMMISSION MERCHANTS  
BOARD OF TRADE  
CHICAGO

**HOOVER GRAIN COMPANY**  
OAT  
**Shippers**  
Operate Atlantic and Grand Trunk Western Elevators  
CHICAGO

**Hulburt, Warren & Chandler**  
Stock Brokers and Commission  
Merchants, Grain and Provisions  
Business solicited in any department  
Receiving, Shipping, Futures  
208 S. La Salle St., **CHICAGO**

**LOGAN & BRYAN**  
desire to direct attention to their  
**Cash Grain Department**

Room 1 Board of Trade  
CHICAGO

We are well equipped to give best  
attention to all kinds of grain and  
seeds and we solicit your consignments  
and offerings to arrive.

WHEAT, CORN, OATS AND RYE  
Barley a Specialty

**Rosenbaum Brothers**  
Incorporated  
GRAIN MERCHANTS  
77 Board of Trade, Chicago  
Elevators at Chicago, Ill., Toledo and Sandusky, Ohio.

**HENRY H. FREEMAN & CO.**  
Hay, Straw and Grain  
COMMISSION MERCHANTS  
Correspondence and Consignments Solicited.  
Market Reports on Application.  
66 Board of Trade **CHICAGO, ILL.**

W. A. LAMSON H. H. LOBDELL  
L. F. GATES  
**LAMSON BROS. & CO.**

Grain  
1874 Commission 1915  
Merchants

Forty-one Years of Service in the Grain Trade  
HOME OFFICE  
6 Board of Trade **CHICAGO**

*SERVICE FIRST*  
**CLEMENT, CURTIS & CO.**  
Commission Merchants

211 So. LaSalle St., The Rookery

**CHICAGO**

Our Cash Grain Department is thoroughly organized; efficiently  
managed. Best of attention; Regard for shippers interests:  
Prompt service.

Our Crop Reporting Service is the most accurate in the country.  
Our Monthly Crop Review is a Trade Authority.

Consignments Solicited

Correspondence Invited

J. Herbert Ware Edward F. Leland  
**CONSIGN**  
your Grain and Seeds, and send your  
orders for  
GRAIN, PROVISIONS and STOCKS to  
**WARE & LELAND**  
190 W. JACKSON BOULEVARD  
Royal Insurance Bldg.  
CHICAGO

Long Distance Phones:  
Wabash 3262 Automatic 51073  
Your Interests Are Our Interests

# UNIVERSAL GRAIN CODE

(AND MILL FEED SUPPLEMENT)

Compiled for use of **GRAIN AND MILLING TRADES**  
of the United States and Canada

SEND FOR A COPY NOW. PRICE \$3.00.

**Mitchell Brothers Publishing Co., 431 South Dearborn St., Chicago, Ill.**



**BOARD  
OF  
TRADE**

**CHICAGO**

**GRAIN  
RECEIVERS**

**HITCH & CARDER**

Members Chicago Board of Trade  
**CASH GRAIN OUR SPECIALTY**  
605 Insurance Exchange Bldg.,  
Tel. Wabash 6584 **CHICAGO**

**J. C. SHAFFER & CO.**

**GRAIN MERCHANTS**

**CHICAGO**

WM. SIMONS,  
Pres. and Treas.

WARREN T. McCRAY,  
Vice-Pres.



GEO. L. STEBBINS,  
Sec'y

Representatives: W. A. Werner, Edgar E. Rice,  
Earl M. Davis, John M. DeBolt

**DON'T HESITATE**

IT'S A SAFE BET

Ship That Next Car to

A Live, Wide-Awake Commission House

**M. L. VEHON & CO.**

762 Insurance Exchange, CHICAGO

**We Buy**

Wheat—Corn—Oats—Barley—Rye

Send Samples

**The Quaker Oats Co.**

Cereal Millers

Grain Dept. 1600 Railway Exchange  
**CHICAGO**

**Your Harvest Movement**

Will be handled  
right if shipped  
to

**GARDINER B. VAN NESS**

**CHICAGO**

GEO. S. DOLE, Pres.

H. N. SAGER, Sec.

**J. H. DOLE & CO.**

(Established 1852)

Commission Merchants, Grain and Seeds

We solicit your

**CONSIGNMENTS**

and orders in futures

226 La Salle Street.

**CHICAGO**

**E. W. BAILEY & CO.**

**Commission Merchants**

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade

**CHICAGO**

**W. H. MERRITT CO.**

**GRAIN**

BUYERS and SHIPPERS

87 Board of Trade,

**CHICAGO**

PHILIP H. SCHIFFLIN, Pres.

EUGENE SCHIFFLIN, Secy.-Treas.

**PHILIP H. SCHIFFLIN & CO.**

INCORPORATED

**Commission Merchants**

515-518 Postal Telegraph Bldg.  
CHICAGO, ILLINOIS

Consignments of all kinds of Grain and Field  
Seeds a specialty

EXPERIENCED JUDGES OF GRAIN

Consign to

**W. S. COWEN COMPANY**

Commission Merchants

Grain and Seeds

815-816 Webster Building

Robinson Code 327 So. La Salle St., Chicago

**J. Rosenbaum Grain Co.**

(INCORPORATED)

**GRAIN MERCHANTS**

Chicago

Ft. Worth

**Terminal Elevators**

KANSAS CITY, MO.

JOHN H. ASHUM

CHAS. B. SLADE

**Chicago is a Good Market**

for all kinds of grain

**But?**

Top Prices and Quick Returns  
can only be assured by a firm  
with long experience and wide  
connections. Therefore, on that  
next car try

**ASHUM, SLADE & CO.**

108 S. LaSalle St.

**CHICAGO**

**H. M. PAYNTER**

With H. W. ROGERS & BRO.

Grain Commission — Correspondence Solicited

522 Western Union Bldg.,

**CHICAGO**

**Bartlett Frazier Co.**

GRAIN

COMMISSION MERCHANTS

Western Union Building,

Chicago

**ARMOUR GRAIN CO.**

**GRAIN DEALERS**

CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.

208 S. La Salle St.

**CHICAGO**

RECEIVING COMMISSION MERCHANTS

**POPE & ECKHARDT COMPANY**

GRAIN and SEEDS

111 West Jackson Street

**CHICAGO**

**Robinson**

**Telegraphic Cipher**

**Revised Edition**

Cloth Binding.....\$1.50

Leather Binding..... 2.00

**MITCHELL BROTHERS PUBLISHING CO.**

431 S. Dearborn Street

Chicago, Ill.



BOARD  
OF  
TRADE

PEORIA

GRAIN  
RECEIVERS

T. A. Grier

W. T. Cornelison

**T. A. GRIER & CO.**

Grain Commission  
Merchants and Shippers

Get best possible results by careful and personal attention  
given to all consignments.

Board of Trade

Peoria, Ill.

**P. B. & C. C. MILES**

Established 1875

Incorporated 1910

**PEORIA, ILL.**

Handling Grain on Commission  
Our Specialty

LOUIS MUELLER

L. L. GRUSS

**MUELLER GRAIN CO.**

RECEIVERS and SHIPPERS

**GRAIN**

We Solicit Your Consignments of Grain  
ROOM 39 CHAMBER OF COMMERCE  
PEORIA, ILLINOIS

**RUMSEY, MOORE & CO.**

**GRAIN COMMISSION**

Board of Trade Bldg. PEORIA, ILL.

A. G. TYNG, Jr.

D. D. HALL

**TYNG, HALL & CO.**

Grain and Commission  
Merchants

Rooms 53 and 55 Chamber of Commerce  
PEORIA, ILLINOIS

Good Prices and Quick Returns  
**TRY US**

**GEO. L. BOWMAN & CO.**

**Grain Commission**

Room 24 Chamber of Commerce, PEORIA, ILL.

C. W. Buckley.

Thos. J. Pursley

**Buckley, Pursley & Co.**

COMMISSION MERCHANTS

**GRAIN, HAY AND SEEDS**

PEORIA, ILL.

References } First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.

**The Real Market Place**

for grain men is centered in  
the advertising columns of the

**"American Grain Trade"**

CORN  
EXCHANGE

BUFFALO

GRAIN  
RECEIVERS

**Urmston-Harting Grain Company**

BUFFALO, N. Y. :: INDIANAPOLIS, IND.

Specializing on Consignments  
of Grain to Buffalo

For cash offers enroute or track wire  
Tipton, Ind.

L. S. CHURCHILL, President  
G. W. BARTLETT, Treasurer

**The Churchill Grain & Seed Co.**

Commission Orders Executed.

Grain and Seed Bought and Sold

Offices: Buffalo, N. Y.

Toledo, Ohio

Seed Warehouse:

Located at Toledo, Ohio

Members

New York Produce Exchange

Toledo Produce Exchange

Buffalo Corn Exchange

L. E. HARMON, Pres.

GEO. F. BOOTH, Sec. and Treas.

**BUFFALO CEREAL COMPANY**  
**CEREAL MILLERS**

Buyers of White Corn, Yellow Corn  
and White Oats.

BUFFALO, N. Y.

GRAIN  
&  
HAY  
EXCHANGE

PITTSBURGH

GRAIN  
RECEIVERS

1872

1915

**D. G. STEWART**  
**Grain—Hay**

1019 Liberty St., PITTSBURGH, PA.

Proprietor Iron City Elevator, on Pennsylvania Ry.  
Capacity 150,000 bushels. We solicit your business  
for this market. Purchase or commission.

ESTABLISHED 1878

**C. A. FOSTER CO.**  
**FEED-GRAIN-HAY**

CONSIGNMENTS SOLICITED  
Or Will Buy Outright

701 Wabash Bldg., Pittsburgh, Pa.

Established 1879

**J. W. SMITH & COMPANY**

Pittsburgh, Pa.

Offer the very best facilities for the market-  
ing of corn and oats. We work interior  
points exclusively.

Our  
Special  
service  
Satisfies  
shippers

**W.F. HECK & CO.**

Car lot buyers and  
shippers of

**GRAIN, HAY, STRAW, MILL FEED**

Try Us For Pittsburgh Market.

705 Wabash Building

**Samuel Walton Co.**

**HAY GRAIN MILL FEED**

Split Cars Corn and Oats a Specialty

**CAR LOADS ONLY**

No. 8 Wood Street,

Pittsburgh, Pa.

**YOU** Can keep in touch with  
the news and reports of  
the Grain and Elevator  
world by reading the "American  
Grain Trade."

**SUBSCRIBE NOW—\$1.00 A YEAR.**



CHAMBER  
OF  
COMMERCE

MILWAUKEE

GRAIN  
RECEIVERS

**Fagg & Taylor**  
SHIPPERS OF GRAIN

Chamber of Commerce, Milwaukee, Wis.

Branch Offices: Racine, La Crosse, Eau Claire, Wis.  
**E. G. Hadden Company**  
FUTURES  
Wheat—Corn—Oats  
Send for our pamphlet explaining Puts and Calls  
22 Chamber of Commerce MILWAUKEE

O. MOHR, Mgr. G. C. HOLSTEIN, Sec'y-Treas.  
**Mohr-Holstein Commission Co.**  
29 Chamber of Commerce  
MILWAUKEE  
Sample Grain a Specialty  
BRANCH OFFICES AT CHICAGO AND MINNEAPOLIS

GRAIN  
RECEIVERS

OTHER MARKETS

GRAIN  
RECEIVERS

**OMAHA**

**CAIRO**

**MINNEAPOLIS**

**WE BUY**  
Wheat, Corn and Oats  
**Cavers - Sturtevant Company**  
Successors to CAVERS ELEVATOR CO.  
Omaha, Nebraska  
Consign to Cavers-Sturtevant

**MAGEE GRAIN CO.**  
Grain Receivers and Shippers  
Get in touch with our consignment  
service or sell us direct.  
Our Daily Card Bids on Request.  
CAIRO ILLINOIS

J. L. McCAULL, President R. A. DINSMORE, Vice President  
S. J. McCAULL, Secretary A. M. DINSMORE, Treasurer  
**The McCaull - Dinsmore Co.**  
COMMISSION MERCHANTS  
915-16-17 CHAMBER OF COMMERCE  
MINNEAPOLIS, MINN.  
DULUTH MILWAUKEE OMAHA

**LANCASTER**

**DO YOU REALIZE**  
That country trade always pays you  
best in every way?  
We work a large country business.  
See the point?  
JONAS F. EBY & SON, LANCASTER, PA.

**JACKSON, Mich.**

**Salvage Grains**  
Send us your Salvage. What have you to offer in  
damaged grain, feeds, by-products or offals, wet or  
dry? Submit samples and let us bid.  
**THE J. E. BARTLETT CO.**  
Jackson, Mich.

**Gould Grain Co.**  
**BARLEY**

600 Flour Exchange, MINNEAPOLIS, MINN.

**BALTIMORE**

**CHAS. ENGLAND & CO.**  
RECEIVERS OF  
**GRAIN and HAY**  
308-310 Chamber of Commerce  
BALTIMORE, MD.

**INDIANAPOLIS**

**The Mutual Grain Co.**  
GRAIN  
COMMISSION BROKERAGE  
INDIANAPOLIS, IND.  
Your business with us shall have our most faith-  
ful attention. Lew Hill, traveling representative.

**PHILADELPHIA**

**L. F. MILLER & SONS**  
Receivers and Shippers of  
**GRAIN, FEED, HAY, ETC.**  
OFFICE: 2931 N. Broad St., PHILADELPHIA, PA.  
CONSIGNMENTS SOLICITED. Special attention given  
to the handling of CORN AND OATS.

**CRAWFORDSVILLE, Ind.**

**E. E. DELP GRAIN CO.**  
GRAIN AND FEEDS  
453 BOURSE PHILADELPHIA, PA  
ELEVATOR, TRANSFER HOUSE AND MILLS:  
BOURBON, INDIANA

**CRABBS REYNOLDS TAYLOR CO.**  
Crawfordsville, Ind.  
**GRAIN**  
**Clover and Timothy Seeds**  
Get in touch with us

**THIRTY-FOUR**  
Years in the Grain  
Trade Field is one  
Reason why the "Amer-  
ican Grain Trade" is  
such a valuable paper  
for both advertiser and  
subscriber.

There are many other  
Reasons some of which  
are apparent on the  
surface and others which  
the publishers will be  
glad to explain to you.



## LEADING GRAIN RECEIVERS IN ALL MARKETS

### ATLANTA, GA.

Gregg, Joseph, & Son, grain and hay brokers.\*†

### AUGUSTA, GA.

Willet Seed Co., N. L., seeds.

### BALTIMORE, MD.

England & Co., Chas., grain and hay receivers.\*†

Hax & Co., G. A., grain and hay receivers.\*†

### BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.

Hasenwinkle Grain Co., grain commission merchants.

Slick & Co., L. E., grain receivers and shippers.

### BUFFALO, N. Y.

Buffalo Cereal Co., grain.

Burns Grain Company, grain commission.

Churchill Grain & Seed Co., grain and seeds.\*

Townsend-Ward Co., grain commission.\*

Urmston Harting Grain Co., grain, commission.\*†

### CAIRO, ILL.

Magee Grain Co., grain.\*

### CHICAGO, ILL.

Armour Grain Co., grain buyers.\*

Ashum, Slade & Co., commission merchants.

Bailey & Co., E. W., commission merchants.\*

Barrell & Co., Finley, grain, provisions, stocks.\*

Bartlett, Frazier Co., receivers and shippers.

Bennett & Co., Jas. E., commission merchants.\*

Clement, Curtis & Co., commission merchants.

Cowen Co., W. S., commission merchants.

Dickinson Co., Albert, seeds.

Dole & Co., J. H., commission merchants.\*

Freeman & Co., Henry H., hay, straw and grain.\*†

Gerstenberg & Co., grain and seeds.\*

Griffin & Company, J. P., grain commission.

Harris, Winthrop & Co., grain, stocks, bonds.\*

Hitch & Carder, grain commission.

Hoit & Co., Lowell, commission grain and seeds.

Hooper Grain Co., receivers and shippers.\*

Hulburd, Warren & Chandler, commission merchants.

Illinois Seed Co., seed merchants.

Lamson Bros. & Co., commission merchants.\*

Logan & Bryan, grain.\*

McKenna & Rodgers, commission merchants.\*

Merritt Co., W. H., buyers and shippers grain.\*

Miller & Co., Albert, hay and produce.†

Nash-Wright Grain Co., grain, provision, seeds.\*

Norris Grain Co., grain merchants.\*

Paynter, H. M., grain and field seeds.\*

Pederson, J. C. & Co., receivers and shippers hay.

Pope & Eckhardt Co., grain and seeds.\*

Rosenbaum Brothers, receivers and shippers.\*†

Rumsey & Co., grain commission.\*

Sawers Grain Co., grain commission.\*

Schiffelin & Co., Philip H., commission merchants.\*

Shaffer, J. C., & Co., grain merchants.\*

Somers, Jones & Co., commission merchants.\*

Van Ness, Gardiner B., grain commission.\*

Vehon & Co., M. L., commission merchants.

Wagner & Co., E. W., receivers and shippers.\*

### CHICAGO, ILL.

Ware & Leland, grain and seeds.\*

### CINCINNATI, OHIO.

Allen & Munson, grain, hay, flour.\*

### COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain and hay.

### CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain and seed dealers.\*†

### DAVENPORT, IOWA.

Griffith Grain Co., shippers, grain and feed.

Hutton, Collins & Frenzel, grain brokers.

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DETROIT, MICH.

Dumont, Roberts & Co., receivers and shippers.\*

Swift Grain Co., receivers and shippers.\*

### DULUTH.

Randall, Gee & Mitchell Co., grain and hay commission.†

White Grain Co., grain and hay.\*

### EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*†

### FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

### FOSTORIA, OHIO.

Fostoria Grain Co., receivers and shippers.\*

### HARRISBURG, PA.

Harrisburg Feed and Grain Co., grain and feed.\*†

### INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.\*

Kinney Grain Co., H. E., receivers and shippers.\*

Mutual Grain Co., grain commission.\*

Witt, Frank A., grain commission and brokerage.

Urmston Harting Grain Co.\*†

### JACKSON, MICH.

Bartlett Co., J. E., salvage grains, offals.

### KANSAS CITY, MO.

Bruce Bros. Grain Co., consignments.

Carlisle Commission Co., wholesale hay and grain.†

Dyer & Co., hay.

Huffine & Co., hay merchants.†

Moore-Lawless Grain Co., grain receivers.\*

Moore-Seaver Grain Co., corn and oats specialties.\*

Nicholson Grain Co., W. S., grain commission.\*

Peirson-Lathrop Grain Co., grain commission.

Roahen Grain Co., E. E., consignments.

Stevenson Grain Co., grain commission.

Western Grain Co., shippers grain and feed.\*

### LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.\*†

### LOUISVILLE, KY.

Callahan & Sons, receivers and shippers.\*

Thomson & Co., W. A., receivers and shippers.\*

### MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.\*†

### MILWAUKEE, WIS.

Armstrong, W. J. Co., hay merchants.†

Bartlett & Son Co., L., grain commission.\*

Courteen Seed Co., seeds.

Donahue-Stratton Co., buyers and shippers.\*

Flagg & Taylor, corn, oats, barley.\*

Hadden, E. G. Co., grain commission.\*

Mohr-Holstein Commission Co., grain commission.

### MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.

McCaull-Dinsmore Co., commission merchants.\*

Quinn, Shepherdson Co., grain merchants.\*

### NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, produce.†

### NEW YORK, N. Y.

Brooklyn Hay & Grain Co., hay, straw and grain.†

Forbell & Co., L. W., commission merchants.\*†

Keusch & Schwartz Co., grain commission.\*

### NORFOLK, VA.

Cofer & Co., Inc., J. H. grain.\*

### OMAHA, NEB.

Cavers-Sturtevant Co., receivers and shippers.\*

Crowell Elevator Co., receivers and shippers.\*

### PEORIA, ILL.

Bowman & Co., Geo. L., grain commission.\*

Buckley, Pursley & Co., commission merchants.\*

Feltman, C. H., grain commission.†

Grier & Co., T. A., grain commission.\*

Miles, P. B. & C. C., grain commission.\*†

Mueller Grain Co., receivers and shippers.†

Rumsey, Moore & Co., grain commission.\*

Tyng, Hall & Co., grain commission.\*

### PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.\*†

Miller & Sons, L. F., receivers and shippers.\*†

Richardson Bros., grain, flour, mill feeds.\*

### PITTSBURGH, PA.

Foster Co., C. A., feed, grain, hay.

McCague, R. S., grain and hay.\*†

Heck & Co., W. F., grain, hay and mill feeds.\*†

Smith & Co., J. W., grain, hay, feed.\*

Stewart, D. G., grain, hay.

Walton Co., Sam'l, grain, hay and mill feeds.\*†

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed, seeds.\*†

### SALT LAKE CITY, UTAH.

Smurthwaite Grain & Milling Co., C. A., grain, flour, hay, seeds.

### ST. LOUIS, MO.

Goffe & Carkener Co., receivers, grain, hay seeds.\*†

Graham & Martin Grain Co., receiving exclusively.\*†

Marshall Hall-Waggoner Grain Co., receivers, shippers, exporters.\*

Mack, Henry W., commission merchant.

Mullally Commission Co., Martin, commission merchants.\*†

Nanson Commission Co., receivers and shippers.\*

Picker & Beardsley Com. Co., grain, hay and seeds.\*†

Prunty, Chas. E., grain and seeds.

Toberman, Mackey & Co., grain, hay and seeds.†

### TOLEDO, OHIO.

De Vore, H. W., & Co., grain, seeds, feed.

King & Co., C. A., grain and seeds.\*

Southworth & Co., grain and seeds.\*†

Wickenhiser & Co., John, grain dealers.

Young Grain Co., grain and seeds.\*†

Zahm & Co., J. F., grain and seeds.\*

### WICHITA, KAN.

Hacker Grain Co., receivers and shippers grain, feed.\*

\*Members Grain Dealers' National Association. †Members National Hay Association.



## It Does Matter What Kind of Feed Mills You Buy



THE kind (or make) of feed mills that goes into your plant is a matter of vital importance. So don't start out in search of mills hampered by a false impression—don't get the idea that one make is just about as good as another.

The *big* item to look for is *service*, for *real* service embraces everything else; and our belief that Wolf Feed Mills will give you the supreme satisfaction which you desire so keenly is based on two big, bald facts: First—we have done everything within the wide range of reason toward multiplying the merit of Wolf Feed Mills to its mightiest power. Second—the buyers of these mills have made most emphatic declarations of their right to leadership.

Don't Fail to  
**VISIT**  
THE WOLF COMPANY'S  
EXHIBIT in the  
PALACE OF FOOD  
PRODUCTS—at the  
PANAMA-PACIFIC  
INTERNATIONAL  
EXPOSITION  
San Francisco,  
Feb. 20 to Dec.

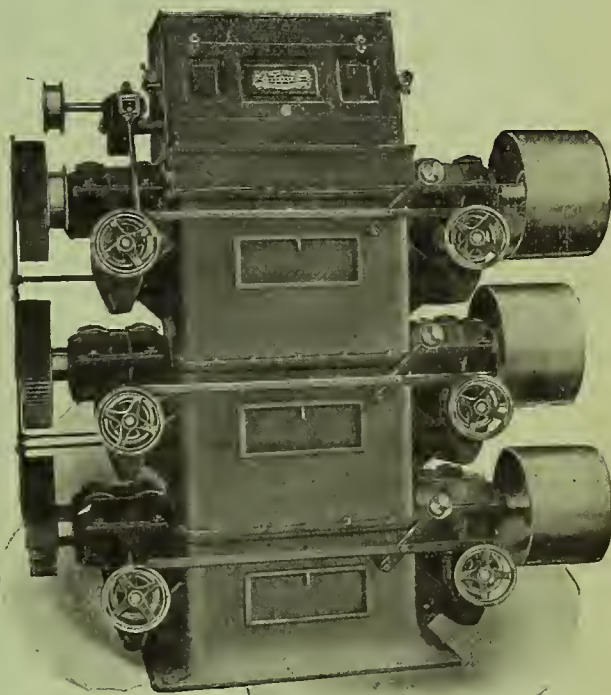
**THE WOLF COMPANY**  
CHAMBERSBURG, PA.

IF your wants can't be filled from the Wolf Line of Feed Mills it will be because of an unprecedented circumstance.

The Wolf reputation for variety and completeness is a matter of nation-wide knowledge. Feed mill men scattered from Pensacola to Nome realize the Wolf Company's standing as builders of meritorious feed grinding equipment.

It is understood that Wolf Feed Mills *must make good*. If they don't, *we will*.

Tell us about what quantity of feed you would like to grind per day. Then we will tell you what kind of mill you can get best results from—and how much it will cost.



## The Corn Exchange National Bank

OF CHICAGO

**Capital** - - \$3,000,000.00  
**Surplus** - - 5,000,000.00  
**Undivided Profits** . 1,500,000.00

### OFFICERS

ERNEST A. HAMILL.....President	FRANK W. SMITH.....Secretary
CHARLES L. HUTCHINSON, Vice-Prest.	J. EDWARD MAASS.....Cashier
CHAUNCEY J. BLAIR.....Vice-President	JAMES G. WAKEFIELD...Asst. Cashier
D. A. MOULTON.....Vice-President	LEWIS E. GARY.....Asst. Cashier
B. C. SAMMONS.....Vice-President	EDW. F. SCHOENECK....Asst. Cashier

### DIRECTORS

CHARLES H. WACKER	CLYDE M. CARR
MARTIN A. RYERSON	WATSON F. BLAIR
CHAUNCEY J. BLAIR	EDWIN G. FOREMAN
EDWARD B. BUTLER	CHARLES L. HUTCHINSON
CHARLES H. HULBURD	EDWARD A. SHEDD
BENJAMIN CARPENTER	ERNEST A. HAMILL

### UNITED STATES DEPOSITARY

Foreign Exchange

Cable Transfers

Letters of Credit

Accounts of grain elevator operators and commission men throughout the country respectfully solicited

## Don't Buy An Imitation

Every work of merit is imitated; but the imitation is bound to be inferior to the original.

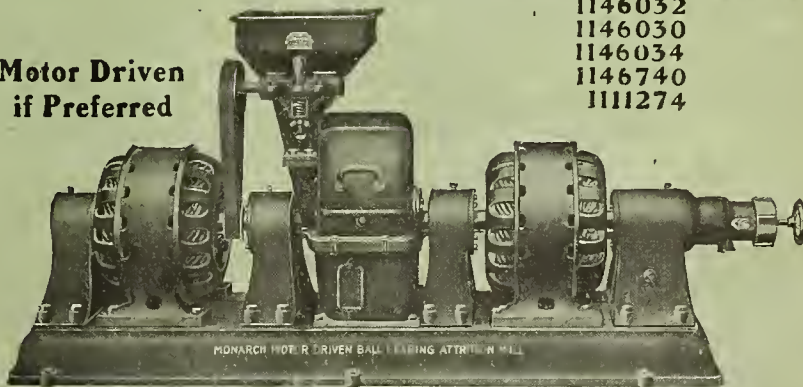
Although it is protected by U. S. Patents at every point, there have been many attempts to produce a ball-bearing feed grinder with the qualities of economy and satisfaction, which we build into

## The Monarch Ball Bearing Attrition Mill

Protected by U. S. Patents

1146032  
1146030  
1146034  
1146740  
1111274

Motor Driven  
if Preferred



The Monarch stands alone—the original, fact-backed, economical and satisfactory feed grinder.

Get the details from Catalog D—No. 115.

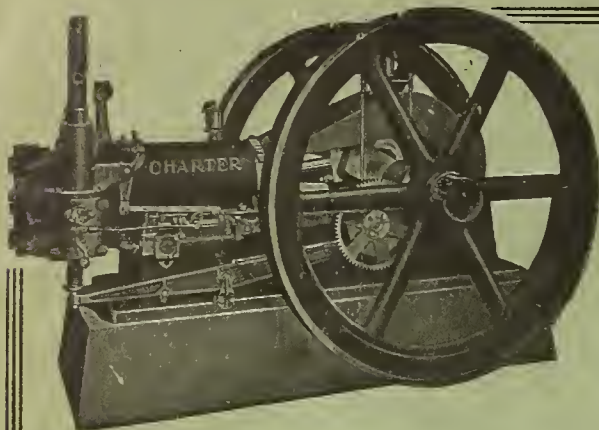
## Sprout, Waldron & Company

Main Office & Works: Muncy, Pa.

P. O. Box 320

Chicago Office, No. 9 So. Clinton St.





**Charter Engines  
Are Built to Give  
Satisfaction.**

**DO THEY?  
READ THIS:**

Charter Gas Engine Co.,  
Sterling, Ills.

Nixa, Mo., Sept. 1, 1915.

Dear Sirs:

THE 25 H. P. CHARTER TYPE "R" ENGINE is just doing fine, it never fails to start the first time, cold or hot weather. I would not give it for any engine I ever have seen yet and I have looked at several, and it goes right along with the load.

Yours truly,

NIXA MILLING COMPANY,  
By F. F. Barnhard

**WE CAN DO THE SAME FOR YOU**

*Operates on Distillate, Kerosene and Gasoline, fuels that are obtainable at all times.*

A wide selection to choose from 7 to 100 H.P.

*Get our prices before buying. Catalogues on request.*

400 Locust  
Street

**CHARTER GAS ENGINE CO. STERLING, ILL., U. S. A.**  
Incorporated 1871

## Reliance Construction Company Furnish Plans, Estimates and Build COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

## ONE OF THE FASTEST Houses Ever Built



The Girard Point Elevator  
Philadelphia, Pa.

**Equipped Throughout with  
Webster Machinery**

**So why shouldn't it be Fast?**

*What's Fast for the Big is Fast for the Small,  
So Webster Equipment is Best for All.*

**The Webster M'f'g Company, Minn., O.**

CHICAGO—McCormick Bldg. (93) NEW YORK—90 West Street

## Do you realize that we can give you Dust-Tight Steel Elevator Casings

practically as cheap as you can make them  
yourself out of wood?



We have special tools and know how to do this work and there is no reason why you should not take advantage of it.

One concern bought 146 sets on one order.

Heads, Boots and Legs are built to standard sizes according to buckets and pulleys used and are interchangeable.

Legs have bolted backs and any standard section may be removed and replaced without interfering with the operation of the elevator.

Belts do not have to be taken off to put these legs in place.

**WE KNOW HOW TO BUILD  
Elevating, Conveying  
and Transmitting  
Machinery**

Write us when you need anything in these lines.

**Weller Mfg. Co., Chicago**



## Elevator Machinery and Supplies

**FLOUR and FEED MILL MACHINERY**

**STEAM and GAS ENGINES**

**Pulleys, Shafting, General Power Transmission  
Machinery, Roll Grinding and Corrugating**

**Largest Factory and Stock in Western Country**

SEND FOR 450-PAGE CATALOG

**GREAT WESTERN MFG. CO.**

General Office and Factory  
LEAVENWORTH, KAN.

Warehouse and Salesroom  
1221-1223 Union Ave.  
KANSAS CITY, MO.

## DAY DUST COLLECTORS AND DUST COLLECTING SYSTEMS



Are installed everywhere in  
both large and small  
grain elevators.

**None Better Known**

Submit your dust collecting problems to our experts and we will be glad to give you our advice free.

*Write for latest catalog  
and particulars*

**THE DAY COMPANY**  
Minneapolis, Minn.